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Volume 195, No. 3731 Published by Her Majesty's Stationery Office 20 September 1968

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Board of Trade Journal

VOLUME 195, NO. 3731, PAGES 749-808 20 SEPTEMBER 1968
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 12*s.* 8*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

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Front cover photograph

A consignment of split case pumps awaiting shipment at the Reading works of Sigmund Pulsometer Pumps Limited. These are part of a contract for 200 pumps coupled to 160 h.p. diesel engines for irrigation duties in the Caribbean.

THE QUEEN'S AWARD TO INDUSTRY 1969

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Export opportunities in Australia's Northern Territory

By R. E. Jones, Deputy High Commissioner, Adelaide

BECAUSE OF its magnetic appeal to investors, the Australian minerals explosion has been much in the news lately in Britain. Regrettably, less has been written and heard regarding the opportunities for increased sales of British manufactures to Australia which result from her rapidly accelerating economic development. This article seeks to highlight recent primary industrial developments and the consequent new trade opportunities that exist in the Northern Territory, a portion of Australia which, though sharing richly in the minerals bonanza, has so far attracted less than its fair share of the attention recently focused on this country by observers abroad.

The Northern Territory does not enjoy State rights, being administered by the Commonwealth Government. It is about four-and-a-half times the area of the British Isles and occupies more than one-sixth of the Australian continent. Its length, from its boundary with South Australia to its northern coastline, is about 1,000 miles; its width, from the Queensland to the Western Australian borders, is about 580 miles.

A rapidly developing area

Until recent years, the Territory was regarded, even in Australia, as little more than a vast and generally barren country thinly populated by Aborigines, missionaries and eccentric, mostly hard-drinking, cattle-raisers. Its value to the nation was thought to lie solely in the convenient location of Darwin – its chief town and until last year its only port – as a refuelling stop for international airlines, and also in the formidable natural barrier which the hinterland presents to would be invaders. Yet during the past five years, the Territory has become the fastest developing region of the entire continent, exceeding even Western Australia in the pace of its economic expansion and population growth.

The present boom conditions, like those in Western Australia, were largely triggered off by the application by mining companies of scientific methods of geological exploration in the early 1960s, which produced several very important discoveries. Some, such as gold and copper at Tennant Creek and iron at Mount Bundy, are close to the sites of earlier discoveries; others – notably bauxite at Gove, manganese at Groote Eylandt, and silver/lead/zinc on the McArthur River – in regions not previously investigated.

New towns and ports

Development of the latter necessitates the construction of new towns and port facilities in places formerly remote from civilization. Such facilities have already been installed at Groote, where the original target production figure of 400,000 tons annually of lump ore has been reached and passed. At Gove, on the north-east tip of Arnhem Land, a consortium owned half by Swiss Aluminium Ltd. and half by eight Australian companies has commenced the construction of an alumina plant, which is due to come on stream in three years' time, together with associated mining, port and township facilities, at a cost expected to exceed $A300 million. An even more ambitious plan is proposed for the McArthur River project. This, if proceeded with, will entail the construction of two townships, housing a total population of some 10,000, plus a port and a railway some 60 miles in length.

It has been estimated by the Director of Mines in the Northern Territory that by the late 1970's the annual value of minerals production in the Territory, even without further discoveries, will exceed $A100 million. Most of this will be for export, mainly to Japan. However, it is generally believed that further mineral deposits of at least as great commercial importance as those already discovered must soon be brought to light.

Road construction programme

Hand in hand with the development of newly-discovered mineral deposits is proceeding an extensive road-construction programme financed by the Commonwealth Government. Intended primarily to assist in the development of the Northern cattle industry, the 'beef roads' (as they are called) are at the same time greatly boosting the tourist trade. To cater for the increasing traffic, modern air-conditioned motels are springing up in various places in the Territory. Expenditure by visitors is expected to total more than $30 million in the current financial year.

Much confidence is being shown by its American promotors in the future of a scheme to produce grain sorghum on a large scale for the Japanese market on newly-cleared land 100 miles due south of Darwin. It is estimated that within five years this venture, if successful, could produce an annual income running as high as $A50 million. At the same time, high hopes are placed on the prospects for the prawn-fishing industry in the Gulf of Carpentaria which is currently attracting the interest of Russian trawlers as well as that of Australian and Japanese companies. Studies preparatory to the setting up, by Japanese interests, of what might well become a large-scale woodchip industry are also in hand.

Supplies to the Northern Territory are to a considerable extent brought overland either by rail or by truck over a graded road from South Australia to Alice Springs; thence they are conveyed by road train to the various distribution points on the 1,000 mile bitumen-surfaced road which runs north to Darwin. To meet the greatly increasing commercial and tourist traffic, plans are being studied to complete the road surfacing from South Australia and also to construct a new standard gauge railway line on an all-weather route to Alice Springs from the Trans-Australian railway connecting Sydney and Perth which is soon to be standardized for the whole of its length.

At the same time, increasing use is being made of the Port of Darwin. In 1966/67, outward cargoes totalled 163,486 tons, compared with only 7,405 tons in 1952/3. In the same period, inward cargoes rose to 129,671 tons from 48,430 tons. By 1970 it is estimated that the combined traffic will have risen to over a million tons annually, necessitating a considerable addition to mechanical handling facilities. The port is, however, already suffering gravely from congestion and an expansion study – which, because of the

(Continued on next page)

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EXPORT OPPORTUNITIES IN AUSTRALIA'S NORTHERN TERRITORY, *continued*

limits of the present site, seems certain to recommend the construction of an entirely new harbour at a different location – has recently been commissioned.

The main shipping services at present operating to and from Darwin are the Western Australian State Shipping Service from Fremantle and the Australian National Line Service from the Eastern States, while some bulk and general cargoes are imported and exported in overseas ships. Regrettably, these are rarely British. Oil tankers call regularly and iron ore is shipped fortnightly in Japanese and Australian bottoms from a new ore-loading jetty fed by rail and road from the Mt. Bundy and Frances Creek mines.

Construction projects for expanding population

New buildings under construction in the Territory on June 30, 1967 were valued at nearly $A20 million. This is almost treble the figure for 1963. Yet the value of new construction projects approved in the first half alone of the 1967/68 financial year exceeded this sum. The Commonwealth Government is carrying out a vast new works programme which includes a million dollar civic centre for Darwin as well as a police headquarters and a number of other administrative buildings, several schools, a hospital, an abattoir and the doubling of the generating capacity of the Darwin power station to provide a peak output of 85 MW. Privately-financed construction includes cold stores facilities, a cement bulk-handling plan and possibly a fertilizer plant. Meanwhile, construction of houses and flats by the Northern Territory Housing Commission and private builders, though proceeding at a furious pace, is barely keeping abreast of the expansion in population. So rapid is the future projected pace of this that the Australian Broadcasting Commission is planning to establish a television service at Darwin within two to three years. This is likely to be followed within a year or two by the opening of a commercial television station.

A good deal of non-Crown land in the Northern Territory is still in private British ownership dating from the last century, while Britain still has an important stake in the beef cattle industry of the 'Top End'. New direct investment in the potential productive capacity of the Northern Territory is now, however, coming mainly from America and Japan. At the same time, with one or two notable exceptions, British firms (or their representatives in Australia) are so far not showing as keen an interest in seeking to supply the importation needs of this rapidly expanding market as are their American and Japanese competitors. American firms are specially well entrenched with the Department of Works for the supply of heavy earthmoving and constructional equipment, though some of this is being manufactured by Australian subsidiaries; while the Japanese Toyota Company in particular has been making spectacular inroads into the extensive market that exists for heavy-duty 4-wheel drive vehicles. (In the latter case, the local representatives of British manufacturers are fighting back with some success.)

Export openings

The Northern Territory offers an expanding market for the following types of imports:

- Mining equipment – including diggers, rock-drills, crushers, conveyors, earthmovers, excavators, smelting plant, heavy transport and ore-analysis instruments.
- Power-generating plant including transformers, switch gear, stand-by generators and gas turbines.
- Road-making machinery.
- Port installations including cranes and materials – handling equipment.
- Hovercraft (probable future need).
- Railway rolling stock.
- Building materials, including sectional structures, cement, tiles, and other hardware.
- Certain types of agricultural machinery.
- Motor vehicles, especially of a cross-country type.
- Pipelines.
- Hospital equipment.

Garbage collection and disposal plant.
Machine tools, including lathes, radial drills, power saws, etc.
Abattoir and refrigeration equipment.
Marine equipment.
Light aircraft.

The purchasing policies of most Northern Territory mining establishments are directed by the head offices of the parent companies in Sydney or Melbourne, and important purchases are generally put to international tender. It is generally unnecessary, therefore, to appoint sales agents in the Territory for capital equipment used in mining provided the Australian representatives of firms manufacturing or marketing such equipment are able to provide efficient after-sales service and call regularly on the mine managers in order to keep abreast of their future requirements. The Department of Works, on the other hand, is unwilling to consider tender quotations from suppliers not technically represented in Darwin.

Some firms and individuals in Darwin have made known to the British High Commission in Adelaide (which is responsible for trade promotion work in the Northern Territory) their desire to acquire British agencies. Such requests are likely to grow. So far as possible, personal checks are made on the suitability of such applicants to represent British principals before their names are passed on.

Visiting the market

Because of its remoteness and its present difficulty of access from the southern States, the Northern Territory is admittedly not the easiest market to tackle. Nevertheless, since Darwin is a regular stopping-point on the BOAC route from London to Sydney, it would be feasible and well worth the while of British business visitors to Australia with an interest in selling any of the commodities listed above to break their journey there for a day or two in order to examine the situation at first hand. Any who wish to study the market more closely may take advantage of the regular flights by domestic carriers which exist to all places of commercial significance in the Territory. Seats on these flights may be booked in advance through BOAC or a United Kingdom travel agent. Hotel (or motel) bookings should also be made in advance in view of the severe pressure which often exists on better-class accommodation, especially in Darwin.

Advice on itineraries and assistance in making appointments with business contacts will gladly be given in appropriate cases by the Commercial Section of the British High Commission, 15 Franklin Street, Adelaide, SA 5000, provided sufficient advance notice is given. For single visitors, a minimum of eight weeks is suggested. In the case of a BNEC-sponsored mission whose agreed itinerary included a stop-over in the Territory, rather longer notice would be required to give time for a member of the High Commission staff to fly to Darwin to make the necessary advance arrangements.

The High Commission maintains a sharp look-out for public tender announcements by the Northern Territory Administration. When appropriate, details of these are forwarded to London for publication in the *Export Service Bulletin*. Further information about these and other trade opportunities in this portion of Australia can be obtained from the British High Commission in Adelaide, address as above, members of whose staff from time to time make personal visits to Darwin and elsewhere in the Territory to cultivate the business community and look for new export opportunities.

The future

The economic and political future of the Northern Territory is the subject of close study by the Commonwealth Government as well as by companies and private individuals with commercial interests at stake. Even the most sceptical among the old-timers accepts that the Territory really has hit the jackpot a last. But the key for its future scale of development must to a large extent lie in the availability of an abundant and reasonable cheap power supply. Without this, important potential secondary industries (e.g. an aluminium smelting plant, which is one obvious starter) cannot be established. Much therefore depends upon the results of oil-prospecting about to be undertaken on what are said to be very

(Continued on next page)

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EXPORT OPPORTUNITIES IN AUSTRALIA'S NORTHERN TERRITORY, *continued*

promising geological structures in the Joseph Bonaparte Gulf west of Darwin. Failing success here, nuclear power may provide an ultimate solution.

It has been suggested by some observers that the strategic location of Darwin in relation to the great trading centres of the Far East – Singapore, Hong Kong and Japan – is likely to prove in the long run an even more important accelerator to the Territory's future pace of development than will its natural wealth. Whether or not this view is a valid one, there is no doubt that from now on, as a result of the many new methods of extracting wealth from this hitherto unproductive area which have now been proven or are being put to the test, much more will be heard both inside and outside Australia about this portion of 'the lucky country'. It would be unfortunate if, in the years to come, British manufacturers seeking to establish themselves in this market found the door firmly closed against them as a result of earlier and successful penetration by their American and Japanese competitors. To include in their itineraries a brief personal look at what is occurring in the Northern Territory, if not within the next twelve months, at least within the next five years, might therefore be a wise and timely precaution for future British business visitors to Australia or the Far East to take.

Westminster Chamber's report on mission to Australia

'IN SPITE OF Australia's thriving industry the opportunities for British exporters in this sophisticated market are excellent, providing great attention is given to design, local tastes, presentation, packaging, delivery, etc.,' according to the report of the City of Westminster Chamber of Commerce Trade Mission to Australia from May 2 to June 1.

The unanimous verdict of the members of the mission was that the visit to Australia had been an unqualified success and was very well worthwhile. Immediate orders received amounted to A$300,000, while potential orders for the next 12 months should exceed A$2 million. The report states that although many of the members were able to negotiate useful business during their visit to Australia, the real results of a mission of this nature will bear fruit during the next one to two years when all the inquiries and contacts have been followed up. There is no doubt, however, that the members, without exception, anticipate increased trade with Australia, and many propose to make return visits in the not too distant future.

Pump manufacturers' trade mission

THE BRITISH Pump Manufacturers' Association is planning a further Trade Mission to the Far East and also to Australasia, with the financial assistance of the British National Export Council.

The Mission will be abroad from October 11 to December 7, and the countries on the itinerary are Pakistan (East and West), Hong Kong, the Philippines, Australia and New Zealand.

The aim of the Mission will be to sell pumps and allied equipment, and calls will be made on actual and prospective purchasers of pumps for use in all industries, including sewage, water and oils and Government departments, and on actual and potential agents interested in the import of British pumps.

'The tremendous Texas market': BNEC mission report

'TEXAS HAS limitless possibilities', says Lord Mancroft, chairman of BNEC United States, in his introduction to 'The Tremendous Texas Market', a report published last week by the British National Export Council. The report summarizes the views of 15 leading businessmen who visited Texas in the spring on a BNEC mission, and includes marketing advice given to the British team by prominent Texas businessmen.

BNEC-United States Procurement Committee was impressed by the potential of the market as reported by participants on this mission and is planning a second mission for the first two weeks in December aimed at the aerospace, avionics and electronics industries in Texas, the first being in March of this year to the West Coast.

The report on this mission, 'The United States Aerospace Market', and 'The Tremendous Texas Market', are available free of charge from BNEC Publications Department, 6-14, Dean Farrar Street, London, S.W.1.

Government policy on trade with Eastern Europe

MR. ANTHONY CROSLAND, President of the Board of Trade, has written to Mr. Alexander Ross, Chairman of the East European Trade Council, setting out the Government's policy on trade with Eastern Europe.

In his letter Mr. Crosland said:

'You are correct in believing that it is the policy of the Government not to take economic measures against the countries which took part in the aggression against Czechoslovakia. As the Prime Minister and Foreign Secretary said in the House of Commons on August 26, economic measures or attempts to break ordinary trade relations between us and Eastern Europe would be harmful to the longer term aim of an easement of world tension (and would be of no help whatsoever to Czechoslovakia).

'While, therefore, Ministerial visits to or from these countries will not be made for the present, for trade or other purposes, and certain other contacts whether officially sponsored or privately organized may be interrupted, the Government have no desire to discourage business visits. This applies to trade missions organized by Chambers of Commerce, trade associations and similar bodies as well as to visits by representatives of individual firms. Participation in industrial exhibitions in these countries may also go ahead as usual. The usual Government assistance for the promotion of our export trade will continue to be available. In general, businessmen and trade organizations need not refrain from continuing to develop their trade relations with these countries and with their representatives and trade organizations in the United Kingdom.'

Development of trade and technical co-operation with Rumania

MR. MICHAEL STEWART, the Foreign Secretary, visited Rumania on September 8-11 at the invitation of HE Mr. Corneliu Manescu, Minister of Foreign Affairs, on behalf of the Rumanian Government. Meetings and talks were held with Rumanian Ministers.

Below is an extract from the communique issued at the conclusion of the Foreign Secretary's visit:

'The two sides conducted a comprehensive and useful exchange of views on the relations between the Socialist Republic of Rumania and the United Kingdom and on current international issues. The two sides noted with satisfaction the favourable development of their bilateral relations and emphasized the existing possibilities for extending Rumanian-British co-operation in the spirit of mutual respect for independence and national sovereignty, equality of rights, non-interference in internal affairs and mutual advantage. They appreciated that the exchanges of visits and direct contacts between the representatives of both countries in recent years had made an important contribution to the intensification of bilateral ties in various fields and expressed their desire to continue these contacts and exchanges of views on issues of mutual interest.

'They noted the outstanding growth of economic relations between the two countries and stressed their wish to see continuing efforts by both sides towards developing trade and mutually advantageous industrial, technical and economic co-operation, in accordance with the capabilities and needs of the economies of both countries.

'They expressed the conviction that the conclusion of a new five-year trade arrangement as well as the opening of the British Industrial Exhibition in Bucharest, in October, 1968, would favour this development. Two sides welcomed the progress attained in the implementation of the provisions of the agreement for co-operation on science and technology, the programme of cultural exchanges and other agreements between specialized institutions in Rumania and the United Kingdom. Emphasizing the importance of the continued growth of cultural and scientific relations for the promotion of mutual knowledge and understanding between the peoples of the two countries, the two sides expressed their desire to further support and facilitate the contacts between men of science, culture and art, as well as other forms of co-operation in these fields. At the same time, the two sides agreed to encourage the intensification of tourist exchanges between their countries. In the interest of the development of Rumanian-British relations, the two ministers signed, on September 11, a consular convention between the Socialist Republic of Rumania and the United Kingdom. They also examined the possibilities of concluding maritime and road transport agreements.'

It was announced that HE Mr. Ion Gheorghe Maurer, chairman of the Council of Ministers of the Socialist Republic of Rumania, together with the Minister for Foreign Affairs, accepted the Prime Minister's invitation to visit the United Kingdom at a date to be arranged.

Mr. Anthony Crosland appoints special adviser

MR. J. F. WRIGHT, a Fellow of Trinity College, Oxford, has accepted the invitation of Mr. Anthony Crosland, President, Board of Trade, to fill a new post as Special Adviser to the Board of Trade.

Mr. Wright had leave of absence from his college to take up the Clarkson Visiting Professorship of Industrial Economics at Warwick University. The latter has now agreed to release him during the coming year in order that he may take up his appointment, which began on September 16, and is for a period of one year.

British commercial representatives overseas: Tripoli and Benghazi

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on September 13 gave the *postal addresses* of the representatives in Libya as:

TRIPOLI – Commercial Section, British Embassy, British Forces Post Office No. 57.

BENGHAZI – Commercial Section, British Embassy, British Forces Post Office No. 55.

These are the complete and only addresses which should be used for communications sent to the Embassies by post; the name of the town or country should on no account be shown as this leads invariably to delay and sometimes to non-delivery.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Costa Rica and the Federal Republic of Germany and West Berlin, including notes on East Berlin, have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

HMSO bookshop in Oxford Street to close

THE GOVERNMENT bookshop at 423, Oxford Street will cease to operate from October 4.

Note:

The Oxford Street shop was opened in December 1949 in the building which at that time housed the Stationery Office headquarters, as an auxiliary to the main London retail bookshop (then at Kingsway, now at High Holborn).

The Oxford Street premises are now for too small for efficient operation. To rebuild the existing shop or to acquire alternative premises in the same area would be uneconomic, and since the sale of government publications is on a self-financing basis another West-end government bookshop is out of the question.

The government bookshop at 49, High Holborn, W.C.1, will continue to operate as usual.

BIM conferences on Venezuela and France

AMONG THE meetings for businessmen organized by the British Institute of Management in coming weeks are a conference on Venezuela on September 25 and a seminar on France on October 17. Details and fees from BIM, Parker Street, London, W.C.2.

GEC—English Electric merger

Mr. Anthony Crosland, President of the Board of Trade, made the following statement about the Government's consideration of the proposed merger between GEC and English Electric:

'The Government has examined the proposed merger between the GEC and English Electric Company. In doing so, it has taken account of the views of the Industrial Reorganization Corporation, and of representations made by the companies concerned and by other important interests affected.

'The Government takes the view that the rationalization which the proposed merger would facilitate would increase the efficiency and productivity of the electrical engineering and electronics industries, and in particular the effectiveness of the export effort of the companies, whose overseas sales are of the greatest importance to the balance of payments. The IRC has stated its view that the merger would make an important contribution to the progressive re-adaptation of British industry to face the challenge of international competition both at home and overseas.

'Having carefully analysed the different sectors of industry in which the two companies operate, Ministers are satisfied that conditions of effective competition would continue over most of the United Kingdom market. There would be some instances where the degree of concentration would be high, but in these cases the new group would be selling principally to nationalized corporations which are in the position of monopoly buyers and which, having been consulted, have raised no objections to the merger.

'In the light of these considerations, and having regard to the damaging effect of uncertainty and delay, the President has decided not to refer the proposed merger to the Monopolies Commission.

'Nevertheless, the merger necessarily involves a major concentration of industrial power and the Government must satisfy itself that this will be exercised now and in the future in the national interest and in accord with Government policies. This is a responsibility of the economic departments of the Government in the exercise of their normal functions. The Government also notes with approval that the IRC will be represented on the Board of the new company.

'There are two aspects of the merger to which the Government has given special attention. First, a merger on this scale must be of great significance for the workers in the industry. While the Government is convinced that, by its contribution to higher exports and productivity, the merger will be in the long-run interests of the employees, it has continually stressed the importance which it attaches to full consultation with Government departments and the Trade Unions concerned on the consequences for employees of measures of industrial rationalization. The companies have already assured the First Secretary that, when the merger takes place, they intend to initiate immediate discussions with the Trade Unions. The Government has also received positive assurances that the proposed new group will take fully into account the Government's regional policies and its policy on redundancy, should any redundances arise.

'Secondly, the Government recognizes that the merger has important implications for other firms in the industry, for the maintenance of effective competition, and for the interests of consumers. The Government has taken note of the views expressed to it by a number of firms with important interests in the industry. It considers it vital to maintain effective competition in sectors where the merger would lead to a higher degree of concentration; and it notes with approval that the IRC, in its continuing concern with the industry, will stand ready to assist any further restructuring which may be desirable to ensure this. In addition the Government, having regard to the market power which the new group will have, has sought and received assurances from the companies concerned that they fully recognize their responsibility to avoid policies directed towards damaging fair and effective competition.

'The Board of Trade will closely watch developments in this respect, and discuss with the companies concerned any complaints as to commercial practices. If competition appears to be seriously threatened in any field, or if issues arise under the prices and incomes policy, the Government will not hesitate, at a future date, to make references to the Monopolies Commission or to the National Board for Prices and Incomes, as appropriate.'

The assurances about consultation on industrial matters mentioned above were contained in the following letter dated September 10 from Lord Nelson, chairman of English Electric to Mrs. Barbara Castle, First Secretary and Secretary of State for the Department of Employment and Productivity:

'I am writing to advise you of our intention, in the event that the proposed merger is implemented, to initiate immediate discussions between Sir Jack Scamp and national Trade Union leaders concerning arrangements for consultation on industrial matters arising from the merger and with a view to maintaining and improving communications between workpeople and management, thus ensuring that the policies and decisions of the new Group may be widely understood.

'We shall, of course, continue to be in the closest touch with your department on these matters, in which I know you have a keen interest.'

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act;

1. Provident Clothing & Supply Co. Ltd., and Practical Credit Services Ltd.
2. Scottish brickmaking interests of the National Coal Board and Alexandra Building Services Ltd.

Voluntary estate agents' council

MR. ANTHONY CROSLAND, President of the Board of Trade, has nominated the following to serve as members of the Estate Agents' Council for a further term to September 30, 1969: Mr. John Hughes, Mr. Duncan S. Miller, Mr. Gordon W. Provis.

They will represent estate agents who are not members of the nine principal societies of estate agents who set up the Estate Agents' Council.

Notes:

The Estate Agents' Council began its work in October 1967 after having been set up by the principal societies representing estate agents with a constitution and functions as close as possible to those of the statutory body provided for in the Private Member's Bill introduced in the last Parliament.

The President of the Board of Trade agreed when the Council was set up to nominate seven independent members, and three estate agents who did not belong to the larger societies, and to nominate the chairman from among the members of the Council. On the nomination of the President, Sir Ronald German, KCB, CMG, a former Director-General of the GPO, is now serving as chairman of the Council, and the following are serving as independent members for a term of three years from October 1967: Mr. Ivor V. Cassam, Mr. C. H. Charlesworth, Mr. Aubrey L. Diamond, Mr. G. B. Esslemont, Mr. Glyn Picton, Mrs. Patience Sheard.

There are also 16 representatives of the principal societies of estate agents on the Council.

The Council is in the course of drawing up a Register of Estate Agents. Registration with the Council is voluntary, but those who have registered will be subject to rules drawn up by the Council, including one which requires agents to take out honesty bonds.

Mr. John Hughes is immediate past President of the British Auctioneers and Estate Agents' Association, Mr. Duncan S. Miller is a member of the Executive of the Federation of Property Owners and Factors in Scotland, a baillie, magistrate and property agent in Dundee, and Mr. Gordon W. Provis is an auctioneer, surveyor, valuer and estate agent in Manchester.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

On August 30 HM Ambassador to Denmark, Mr. John Oliver Wright opened the first Marks & Spencer shop outside the United Kingdom, in Randers, Central Jutland. The shop is called St. Michael-Schou and has a staff of 35. Its opening is one of the results of 20 years' close co-operation between Marks & Spencer and C. Schous Fabriker A/S, which has over 800 retail shops throughout Denmark plus its own factories. The official opening was attended by Mr. Sieff and Mr. Lewando of Marks & Spencer, and the managing director of Schous Fabriker, Mr. Marius Schou. Picture shows the Ambassador cutting the tape after giving a speech in Danish to the waiting customers. On the left is Mr. M. Schou.

New annual returns for insurance companies

THE BOARD OF TRADE on September 11 laid before Parliament the Insurance Companies (Accounts and Forms) Regulations 1968 (Statutory Instrument 1968 No. 1408). The new requirements will replace with effect from January 1, 1969, the existing regulations made under the Insurance Companies Act, 1958.

The principal changes in the regulations are:

(i) the requirements as to the balance sheet, profit and loss account and revenue accounts have been so drawn as to include all the relevant requirements of the Companies Acts so that the accounts prepared for the Board of Trade will also be suitable for shareholders, although the option remains to produce separate and less detailed accounts for the latter;

(ii) only the content, not the form, of the balance sheet and profit and loss account is now prescribed;

(iii) the prescribed forms of the long-term business revenue account and general business revenue account now combine, each on one sheet, the whole of the long-term and general business respectively, separate columns being provided for each fund or statutory class;

(iv) the new classes defined in Part II of the 1967 Companies Act are brought into effect and premiums and claims are required to be shown separately for each of the three sub-classes comprising the marine, aviation and transport class.

New features include:

(v) An analysis of assets in new categories accompanied by a statement of the income from each category;

(vi) an analysis of premiums as between business in Britain and overseas (previously required only for long-term business) and between direct business and reinsurance accepted (not previously disclosed);

(vii) the giving in the preceding analysis of gross premiums, i.e. before deduction of premiums for reinsurance ceded, and reinsurance recoveries;

(viii) a summary of reinsurance arrangements inwards and outwards;

(ix) a claims frequency analysis;

(x) a claims settlement analysis.

Items (ix) and (x) will come into effect from January 1, 1970; they relate to general insurance business in Britain and the major overseas markets only. Their purpose is to permit by the projection of past and current claims experience objective verification by the Board of Trade of the adequacy of reserves provided by the companies.

Other changes serve to bring the regulations, much of the substance of which originated more than 50 years ago, up to date, to implement the recommendations of the Jenkins Committee on Company Law relating to insurance company accounts and to apply the lessons learnt from recent insurance failures as to the need for greater disclosure of the financial affairs of insurance companies.

Some of the improvements have been made possible by changes made in the Companies Act, 1967, in the Board of Trade's prescribing powers.

The requirements relating to actuarial valuations of long-term business show no substantial alteration but contain a number of modifications in detail.

The corresponding requirements for Lloyd's underwriters (SI 1950, No. 533) remain for the present unchanged, but a review of them is about to be undertaken.

A separate Order, Insurance Companies Act 1958 (Section 4) (Appointed Day) Order, which does not have to be laid before Parliament, has also been made by the Board of Trade. This is necessary in order to bring within the scope of the new regulations those companies which were not subject to the 1958 Act until it was extended by the 1967 Companies Act to all classes of insurance. It appoints January 1, 1969, as the day from which the accounting requirements are applicable to such companies.

Copies may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1, as follows:

The Insurance Companies (Accounts and Forms) Regulations, 1968, SI 1968 No. 1408, price 4s.

The Insurance Companies Act 1958 (Section 4) (Appointed Day) Order, SI 1968, No. 1409, price 4d.

Banks to close on Saturdays

THE COMMITTEE OF London Clearing Bankers issued the following statement on September 13:

'Some time ago the Committee of London Clearing Banks accepted the principle of a five-day working week with the general objective of achieving Saturday closing, and, as an interim measure, moving towards this by selective closing of branches.

'After the closest study, selective closing of branches on a worthwhile scale proved to be impracticable, and with the increasing difficulty of recruiting and keeping staff of high calibre and maintaining a first-class service from Monday to Friday, the Committee has decided that banks will close on Saturday mornings as from July 1, 1969.

'It is inherent in this decision that service to the public from Monday to Friday will be improved by extending opening hours.

'Saturday closing will not affect special cases such as banking branches at airports, etc.

'The extension of bank opening hours from Monday to Friday will be notified in due course.'

Films promote invisible earnings

THE THIRD Export by Film meeting was held in London on September 12 at the Central Office of Information before a select audience of bankers, shippers, etc. The meeting was sponsored by the British National Export Council and the *Financial Times* with the British Industrial and Scientific Film Association and the Central Office of Information.

Invisible exports were highlighted by the Ocean Steamship Company's film 'Blue Highway', a hard-sell film made specifically to promote the shipping services of Blue Funnel to overseas exporters. It has already been seen by about 20,000 people and has been translated into Japanese, German, Dutch and Thai.

Another aspect of invisible earnings was demonstrated by the British Travel Association film 'Highland Playground', which is for distribution abroad to promote holidays in Britain. Films such as this one are shown in cinemas and television overseas, particularly in North America. (An inset on industrial films appears in this week's issue of the *Journal*.)

New director of printing industry training board

MR. H. B. VERITY, who has been secretary of the Construction Industry Training Board since January 1966, has been appointed Director of the newly formed Printing and Publishing Industry Training Board. He will take up his appointment at the Board's temporary offices at 3/4 Chester Gate, on October 1.

New £500,000 modernization project opened in Northern Ireland

LINDUSTRIES LIMITED have announced the completion of a £500,000 modernization programme at Blackstaff Limited, one of the Group's four textile companies in Northern Ireland. The new buildings containing new equipment were officially opened by Mr. Brian Faulkner, Minister of Commerce, Northern Ireland on September 12.

An important part of the reorganization has been the introduction of textile machinery capable of adaption to meet rapidly changing requirements. Major new equipment includes a £25,000 Sucker machine which takes the place of five machines for weaving preparation together with one hundred new, wider-width looms to weave both household fabrics and apparel fabrics. Total expenditure on plant and machinery is in the region of £300,000.

The Lindustries Group has spent about £1,000,000 on modernizing its factories in Northern Ireland in the last two years, stated Mr. W. E. Luke, chairman of the company.

British Enkalon expand Northern Ireland factory

MR. BRIAN FAULKNER, Minister of Commerce, Northern Ireland, has announced a major extension to British Enkalon's man-made fibre plant at Antrim. The factory, which manufactures nylon, first went into production in March 1963. The employment originally envisaged in the first stage of development was 750. Expansions and the introduction of new products have since increased employment to the present level of nearly 1,500. The scheme announced will enable the labour force to be increased within the next three years to over 2,000 – a forecast level which allows for the effects of technical improvements and of increased productivity. It will involve capital expenditure of the order of £15 million.

Northern Ireland minister opens new factory for German firm

MR. BRIAN FAULKNER, Minister of Commerce, Northern Ireland, officially opened the new 58,000 square feet German factory of GEA Air Exchangers (N.I.) Ltd., at Bangor, County Down, on September 11. The company produce air cooling systems, air exchangers and heating equipment for use mainly in the petroleum and chemical industries.

Seven German firms have established factories in Northern Ireland and when their employment targets have been reached they will provide employment for almost two and a half thousand workers. The products of these companies include tape recorders, furs, man-made fibres and injection moulding machines.

Advance factory at Haltwhistle occupied

THE ENGLISH Industrial Estates Corporation have announced that Sasmo Limited are to occupy a 15,000 sq. ft. Board of Trade Advance Factory at Haltwhistle.

Sasmo Limited is the English subsidiary of H. Saastamoinen Oy of Finland. The factory at Haltwhistle is to be used for the manufacture and assembly of wooden window frames and is expected to employ 50 men.

Prevention of Fraud (Investments) Act 1958

READERS ARE reminded that August changes in the lists of Dealers in Securities under Sections 3 and 16 of the Act were given in the September 6 issue of the *Board of Trade Journal*.

RIVER HUMBER

IMMINGHAM

New Factories & Warehouses
from 40/- per sq. ft.
Sites £500 per acre Ground Rent

Full details from

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JONES LANG WOOTTON

CoID annual report shows record attendances at Design Centre

LAST YEAR the annual total of visitors to the Design Centre, London's permanent exhibition of modern British design, exceeded one million for the first time since the Centre opened in 1956. This record attendance figure, representing a daily average of 3,377 visitors, is reported by the Council of Industrial Design in its 23rd Annual Report, covering the year April 1, 1967, to March 31, 1968, published on September 17. The Report also records that new weekly and daily attendance records of 35,340 and 7,390 respectively were set during the year, both during a special exhibition giving a preview of the interiors of the new Cunard ship QE2.

The Report records the Council's intention to develop the Design Centre as 'a launching-pad and test-bed for new products', and says that there has already been an increase in the number of group displays and company promotions held in the Centre.

The success of the first series of CoID Design Awards for Capital Goods presented in May 1967, is recorded in the report which states that 'these new annual awards underlined the unity or indivisibility of design, since the judges had been invited to look for total excellence of design as comprising innovation, function, economy, efficiency in use and manufacture, as well as good ergonomics and appearance'.

The CoID, in association with the Central Office of Information, staged a number of overseas exhibitions at the invitation of the Board of Trade and the Foreign Office. These included exhibitions of modern well-designed British products which formed prominent features during the British Weeks held in Toronto and Brussels. In Brussels, for the first time at a British Week, the Council produced an illustrated catalogue of the exhibition in French and Flemish which was distributed to Belgium trade buyers. A successful exhibition was also staged in Yugoslavia to illustrate the role of designers and design management in British industry; it was shown first in Zagreb and then in Belgrade, where it was opened by the Rt. Hon. The Earl of Snowdon; a symposium was arranged in each city in support of the exhibition.

Fatal industrial accidents—lowest for 50 years

SPEAKING AT a press conference on September 17 in connection with the publication of the annual report on the 'Work of HM Factory Inspectorate', Mr. W. J. C. Plumbe, HM Chief Inspector of Factories, said that fatal industrial accidents last year fell by 137 to a total of 564—the lowest figure recorded for 50 years. However, he added, the overall upward trend of accidents did, in fact, continue in 1967 to give a total of 304,016, an increase of 2.5 per cent over the 1966 figure.

Reviewing the report, Mr. Plumbe said that the rising trend of accidents in 1967 gave cause for concern.

He said: 'Undoubtedly the legislation we enforce, the Inspectorate's enforcement of it and Industry's response have over the years, and particularly in recent years, resulted in a safer and healthier working environment. There has been better organization of accident prevention work in most of our larger factories – more enlightened attitudes on the part of senior management – a clearer appreciation of the role line management has to play – the appointment of increasingly competent safety officers – the setting up of safety committees and many other new initiatives – all of these must, I am sure, have made some contribution towards the lower death rate.'

The review of the year had been a regular feature of recent annual reports and this year it contained sections dealing with the contributions which the Inspectorate, the safety organizations, the industrial training boards and industry itself had made towards industrial safety during the year.

Progress made in the voluntary establishment of machinery for joint consultation on safety in factories was examined by a subcommittee of the new Industrial Safety Advisory Council and it considered ways of encouraging further development in this field. A survey made by the Factory Inspectorate showed that out of 21,211 firms employing more than 50 workers, 7,793, or 37 per cent, had formal machinery for joint consultation, compared with 5,826, or 27 per cent less than a year earlier.

The report, Cmnd. 3745, can be obtained from HMSO, or through any bookseller, price 14s. 6d.

Retail trading hours: Lord Stonham discusses legislative changes

AN ASSURANCE that the Government would take further steps to rationalize the law on weekday trading as soon as the industry agreed on the changes necessary was made on September 10 by Lord Stonham, Minister of State, Home Office when he addressed the Institute of Shops Act Administration at Scarborough.

Lord Stonham said the Government was still firmly of the opinion that the objectives for retail distribution of greater efficiency in the use of resources and greater productivity could best be realized by a movement towards greater flexibility in retail trading arrangements rather than by further restriction. However, until the need for the abolition of statutory controls was sufficiently recognized in the trade as a whole to impel legislation, Lord Stonham said he saw no prospect of effective action in this field.

Turning to Sunday trading, Lord Stonham said that the prospects of legislative change were perhaps more promising. The Shops (Sunday Trading) (No. 2) Bill had been introduced in the Lords in March 1968 by the Institute's president, Lord Derwent. The Bill aimed to rationalize the existing law on Sunday trading as found in Part IV of the Shops Act, 1950. Lord Stonham did not know if or when the Bill would become law. It had passed the House of Lords, but there would be no time for it to be debated by the House of Commons during the present session. It was open to a Private Member in either House to introduce a similar Bill next session.

Post Office business in 1967-68

THE G.P.O. announce that postal income in 1967-68 was £359.9 million, 5.7 per cent up on the previous year while expenditure at £355.9 million showed a 6.6 per cent rise. Expenditure on fixed assets rose by 15 per cent to £27.6 million. There were no tariff increases during the year.

Fully-paid inland letters made a profit of £11.2 million and overseas letters, postcards and surcharged air mails made £5.1 million; apart from small profits from inland parcels recorded delivery services, other services incurred losses, the heaviest being on printed papers and samples (£8.2 million).

The total for correspondence posted rose another 0.9 per cent to 11,500 million items; parcels handled fell again to 217 million (down 2.3 per cent). Letters and cards during the Christmas-New Year period rose slightly to 1,050 million.

The Post Office's aim for 1968-69 is to improve the letter service under the present system and under the new inland post beginning on September 16, and to deliver more parcels within two days.

New facility for telephone directory entry

FOR THE FIRST time telephone subscribers will be able to have entries in telephone directories other than those that serve their own areas when the Post Office introduces new facilities for alphabetical telephone directories on April 1 next year.

There will be a charge of £1 a quarter for an entry of this kind in ordinary type and there will be additional charges for such entries in heavy type. Subscribers will continue to be listed free of charge in ordinary type in the directories serving their own areas.

From April 1, too, there will be other new directory facilities. Subscribers – residential as well as business – may choose to have supplementary information added to their normal entries at a charge of 5s. a word. This is in addition to the three words of description allowed free for businesses.

From the same date increased charges will operate for existing entries in heavy type and for additional entries. These increases reflect the substantially higher circulation of directories with the rapid growth of the telephone system.

The charges were approved generally by the National Board for Prices and Incomes.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 4.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	*N*-methyl-1-methylprop-2-ynylamine	3 methylamino But-1-yne	December 31, 1968	13196
29.35	Cyproheptadine hydrochloride	As in previous column	December 31, 1968	13207
ex 03-15 D	Sand eels cammodytes	As in previous column	December 31, 1968	10171

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1969 on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.01	Biphenyl	13087
29.23	1, 2-Di-[N-methyl-*N*-3-(3, 4, 5-trimethoxybenzoyloxy)propyl-amino]ethane dihydrochloride	13097

Dr. Bray opens West Midlands conferences

DR. JEREMY BRAY, Joint Parliamentary Secretary, Ministry of Technology, delivered the opening addresses at two conferences in the West Midlands this week. The 'Planning Innovation for Profit' conference organized by the British Junior Chamber of Commerce, which opened at the University of Warwick on September 16, and the 9th International Machine Tool Design and Research Conference, which began on September 18 at the Department of Mechanical Engineering, University of Birmingham.

During his three-day visit to the West Midlands, Dr. Bray called on several firms in Coventry and Birmingham. He also toured the Department of Mechanical Engineering at the University of Birmingham.

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entitled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Consolidation and amendment of Patents Rules

THE PATENTS RULES 1968 were published on September 12; these Rules, which come into operation on November 1, 1968, consolidate and amend the existing Patents Rules 1958 which have been amended several times. The principal changes now made are a new Rule making provision for certain documents to be open to public inspection, and modifications of the Form of Patent and the Form of Patent of Addition.

Copies of the Patent Rules (SI 1968, No. 1389) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 7s. 6d. (by post 8s. from HMSO, PO Box 569, London, S.E.1).

Notes:

The existing Patents Rules have been consolidated in response to requests from the public. In addition, a new rule (146) will allow public inspection, after the complete specification has been published, of more classes of documents filed in the Patent Office in connection with a patent application, or a granted patent, than are open to public inspection at present.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	August 16, 1968	
721,801	Curtis Jerome Sathre	Crane booms snubbers.
869,322	May Josephine Cheesman	Crane booms snubbers.
1,077,935	Glaserbel	Cutting of sheet blanks.
	August 19, 1968	
992,399	Firth Cleveland Limited	Improvements relating to heat exchange apparatus.
1,095,132	Firth Cleveland Limited	Improvements relating to heat exchange apparatus and air conditioners.
	August 20, 1968	
832,158	Standard Telephones and Cables Ltd.	Magnetic deflecting system for cathode-ray tubes.
869,935	Philco-Ford Corporation	The cold-working of metals.
916,864	Zaklady Wytworcze Urzadzen Telefonicznych im. 'Komuny Paryskiej'	Cross-bar switches.
917,424	Standard Telephones and Cables Ltd.	Gyroscope systems.
928,445	Philco-Ford Corporation	Methods of and means for electrical testing.
935,245	Regie Nationale des Usines Renault	Apparatus for positioning a moveable member.
965,047	General Aniline & Film Corporation	Silver halide emulsions containing antifogging agents.
985,283	Richard Paul Pierre	Transmission systems in track-laying vehicles.
1,010,782	Standard Telephones and Cables Ltd.	Machine for automatic application of electrical circuit elements to circuits boards.
1,013,006	Philco-Ford Corporation	Transistor circuit arrangements.
1,030,062	Brown, Boveri & Company Limited	Current collecting contact for porous gas diffusion electrodes in fuel cells.
1,066,334	Gavaert Photo-Producten N.V.	Photographic colour images.
1,067,314	Chemische Werke Witten G.m.b.H	The preparation of copolyesters.
1,077,355	Gevaert-Agfa N.V.	Photographic copying apparatus stripping mechanism.
1,078,812	Chemische Werke Witten G.m.b.H	The preparation of copolyesters.
1,084,436	Regie Nationale des Usines Renault	Internal combustion engines having fuel injection mechanisms.
1,087,416	Gevaert-Agfa N.V.	Photochemical cross-linking of polymers
1,102,063	Karl Adolf Oesterheld	Apparatus for producing sheets and tubes of fibrous cement by winding a web of plastic mass of fibrous cement on to a sizing roll or a mandrel.
	August 21, 1968	
823,421	Standard Telephones and Cables Ltd.	High frequency transformer.
829,427	Standard Telephones and Cables Ltd.	Methods of producing silicon of high purity.
838,275	Standard Telephones and Cables Ltd.	Methods of producing silane.
861,909	Standard Telephones and Cables Ltd.	Electric connectors.
877,200	Standard Telephones and Cables Ltd.	The manufacture of electric cable.
887,500	Standard Telephones and Cables Ltd.	Thermionic valves.
888,733	Standard Telephones and Cables Ltd.	Co-axial type cable and methods of manufacture thereof.
899,172	Standard Telephones and Cables Ltd.	Intelligence storage equipment.
912,654	Standard Telephones and Cables Ltd.	Apparatus for sensing of recorded binary data.
914,646	Standard Telephones and Cables Ltd.	The sensing of recorded binary data.
957,454	Standard Telephones and Cables Ltd.	Electromagnetic relays.
958,869	Standard Telephones and Cables Ltd.	Sound level meters.
961,948	Standard Telephones and Cables Ltd.	Backward wave oscillators.
964,530	Standard Telephones and Cables Ltd.	Wave guide reinforcement.
976,776	Standard Telephones and Cables Ltd.	Electron discharge apparatus.
1,017,157	Pott Leslie	Piston type positive displacement pump.
1,054,405	Standard Telephones and Cables Ltd.	Electrostatic microphone arrangement.
1,090,701	Porchester Instrument Corporation	Solderless, waveguide coupling.
	August 22, 1968	
894,564	Standard Telephones and Cables Ltd.	Data processing system.
954,876	Standard Telephones and Cables Ltd.	Circuits for controlling the application of pulses to select able loads.
985,432	Standard Telephones and Cables Ltd.	Improvements to subscribers' metering systems.
994,765	Hans Meyer	Dial indicators.
1,017,549	Standard Telephones and Cables Ltd.	Deflection circuit for a cathode ray tube.
	August 26, 1968	
1,028,851	Standard Telephones and Cables Ltd.	(Data processing systems).

NUMBER	GRANTEE	SUBJECT-MATTER
	August 28, 1968	
1,033,476	Solvay and Cie	Automatic rotary machine for blowing hollow bodies particularly bottles, of thermoplastic material.
1,112,250	Houilleres du Bassin du Nord et du Pas-de-Calais.	Treatment of fibrous polyoxymethylene.
	August 29, 1968	
863,669	Standard Telephones and Cables Ltd.	Synchronizing arrangements for electric pulse code modulation systems.
874,286	Standard Telephones and Cables Ltd.	The manufacture of electric conductors.
905,353	Standard Telephones and Cables Ltd.	Cold cathode tubes.
916,611	Agfa Aktiengesellschaft	A method and apparatus for the separation of solid constituents of a partly used photographic processing liquid.
943,770	Standard Telephones and Cables Ltd.	Improvements in regulated D.C. to A.C. static inverters.
971,982	Nittex A.G.	A circular knitted fabric and a method and a machine for the manufacture thereof.
981,983	Etablissement Grangier & Cie.	Friction type variable speed drive.
994,963	Coal Industry (Patents) Ltd.	Advancing mine roof supports.
1,019,769	Chemische Werke Witten G.m.b.H.	Process for the preparation of p-cyanobenzotrichloride.
1,019,770	Chemische Werke Witten G.m.b.H.	Process for the preparation of p-cyanobenzyl chloride.
1,042,226	Jacques Andre Francois Grillet	Terminal for an electrical cable or wire.
1,057,351	Solvay & Cie.	Process for the production of chlorinated hydrocarbons.
1,057,948	Agfa Aktiengesellschaft	Production of photographic images.
1,093,444	Agfa Aktiengesellschaft	Optically sensitized photographic silver halide emulsions.
	September 4 1968	
723,846	Standard Telephones and Cables Ltd.	Adjustable inductance coils.
801,165	Standard Telephones and Cables Ltd.	A diversity radio receiving system.
818,129	Standard Telephones and Cables Ltd.	The production of printed circuits.
821,303	Standard Telephones and Cables Ltd.	Plastic insulated multi-conductor cable.
834,194	Standard Telephones and Cables Ltd.	Electric carrier wave modulating arrangement.
839,219	Standard Telephones and Cables Ltd.	Wave guide mixer circuit for microwave.
840,023	Standard Telephones and Cables Ltd.	Magnetic information storage devices.
840,237	Standard Telephones and Cables Ltd.	Electrical circuits and their manufacture.
852,665	Standard Telephones and Cables Ltd.	Character recognition equipment.
1,101,383	Standard Telephones and Cables Ltd.	Arrangement to maintain the frame width when operating the brightness control of a television set.
1,015,153	Standard Telephones and Cables Ltd.	Rotation measuring device.
1,015,465	Standard Telephones and Cables Ltd.	Circuit arrangement to stabilize the voltage for generators to produce deflection voltages or currents for cathode-ray tubes in television sets.
1,064,203	Szerszamgepipari Muvek	Profile projecting apparatus.
1,080,288	Better Built Machinery Corporation	Washing machines.
1,080,289	Better Built Machinery Corporation	Washing machines.
	September 5, 1968	
921,807	Standard Telephones and Cables Ltd.	Electrical circuits.
928,109	Standard Telephones and Cables Ltd.	Electrical coil assemblies.
982,423	Standard Telephones and Cables Ltd.	Electrical circuits.
1,002,310	Firth Cleveland Limited	Motor-blower combinations.
1,013,527	Skandinavisk Aero Industri A/S.	Joints between horizontal beams and vertical posts in pallet storage racks and similar structures.
1,017,999	Laboratory for Electronics, Inc.	Traffic density [illegible] apparatus.
1,018,000	Laboratory for Electronics, Inc..	Traffic flow characteristic determining apparatus.
1,084,504	Globe-Union Inc.	Battery terminals and method of making same.
	September 6, 1968	
1,079,069	Pitner Alfred and Nadella Societe Anonyme	Thrust bearings.
	September 10, 1968	
811,625	Standard Telephones and Cables Ltd.	Methods of manufacturing a colour T.V. receiver tube.
830,848	Standard Telephones and Cables Ltd.	Transmission or storage systems employing information in binary code form.
859,887	Standard Telephones and Cables Ltd.	Methods of sealing mica sheets to metal
861,008	Standard Telephones and Cables Ltd.	The tuning of cavity resonators.
861,009	Standard Telephones and Cables Ltd.	Electron velocity modulation tubes.
862,138	Standard Telephones and Cables Ltd.	Electric remote indication systems.
862,270	Standard Telephones and Cables Ltd.	Data-storage and data-processing devices.
862,271	Standard Telephones and Cables Ltd.	Data storage and data-processing devices.
872,573	Standard Telephones and Cables Ltd.	Electric condenser.
896,799	Standard Telephones and Cables Ltd.	Arrangement for the reproduction and/or amplification of colour television pictures by means of an electroluminescent screen.
898,425	Standard Telephones and Cables Ltd.	Shift register.
904,069	Standard Telephones and Cables Ltd.	Post-detection diversity combining system.
1,048,425	Standard Telephones and Cables Ltd.	Re-establishment of sub-carrier in stereo-broadcasting sets.
1,059,340	Standard Telephones and Cables Ltd.	Electrical switching device.
1,067,958	Agfa Aktiengesellschaft	Sensitization of photographic silver halide emulsions.
	September 11, 1968	
832,570	Standard Telephones and Cables Ltd.	The purification of silane used in the production of silicone.
832,894	Regie National des Usines Renault	Centrifugal clutches.
834,755	Regie National des Usines Renault	Clutch mechanics.
889,250	Regie National des Usines Renault	Clutch means for use in transmission systems.
921,173	Regie National des Usines Renault	Clutch mechanisms.
990,165	The Seeburg Corporation	Piano with electric playing means therefor.
990,165	The Seeburg Corporation	Piano with electric playing means therefor.
993,852	Braun Aktiengesellschaft	Comminuting apparatus.
1,004,323	Regie National des Usines Renault	Fastening means for the windows of vehicle doors.
1,068,542	Delattre-Levivier	Apparatus for separating and counting bar, rods or like metallurgical products.

Any person who claims that the patentees at the time of endorsement of any of the above patents were precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Controller,

The Patents Office,

Cancellation of patents endorsed 'Licences of Right'

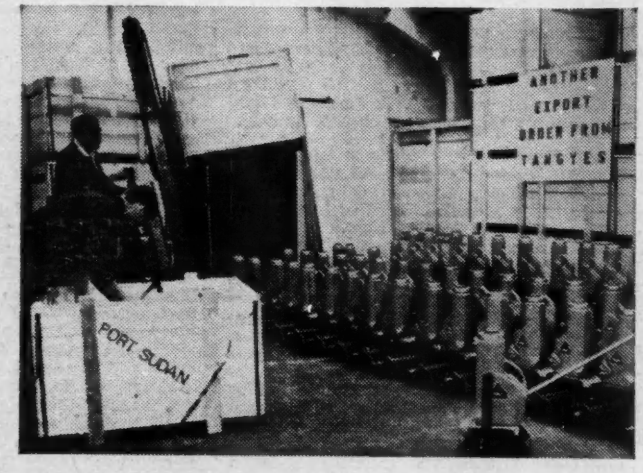
UNDER SECTION 36 of the Patents Act, 1949 the endorsement 'Licences of Right' upon the undermentioned patent was cancelled on August 23, 1968.

NUMBER	GRANTEE	SUBJECT-MATTER
792,673	Brice Albert	An improved hose protector.

GORDON GRANT,
Controller,

The Patents Office.

HYDRAULIC JACKS FOR SUDAN



Tangyes Ltd. (Central Wagon Group), Birmingham, supply Sudan Railways with hydraulic jacks in large quantities. Mounted on traverse bases, the jacks are particularly useful for railway maintenance and repair work. Picture shows the latest consignment leaving the Tangyes works for Port Sudan,

WORK OF BRITISH STANDARDS INSTITUTION

The British Standard Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from rewriting thousands of British Standards in metric form.

New Books

Managing the British Economy, by Richard Bailey. (183 pages. Hutchinson. £2.) The author's experience in lecturing to businessmen on the running of the economy led him to realise that many managers have difficulty in placing their own operations in the national context. His experience also as a Special Adviser seconded to the National Economic Development Office, from 1964 to 1966, provided an opportunity to see at first hand the new approach to managing the economy by involving management and trade unions in the decision-making process. In this book Mr. Bailey sets out to provide a guide to economic planning in Britain since 1962. Amongst the subjects dealt with in the book's 10 chapters are the machinery of planning; the NEDC growth programme; government departments with responsibilities affecting industry; regional planning; prices and incomes policy; the part played by industry in economic planning. In the final chapter Mr. Bailey provides advice for the businessman looking for a way through 'the planning labyrinth' and comments on the results of planning so far. The seven appendices provide for the most part directory-type information on organizations concerned with economic planning, plus a summary of the criteria for the prices and incomes policy after June 30, 1967 and a list of the reports issued by the National Board for Prices and Incomes up to September 1967.

Japan's Place in Trade Strategy: Larger Role in Pacific Region, by G. C. Allen. (62 pages. The Atlantic Trade Study. Available from ATS Mailing Office, Secretarial Services Ltd, 6 Frant Road, Tunbridge Wells, Kent. 7s.) Japan occupies a conspicuous place in the world economy. The author reminds readers that her annual industrial production is exceeded only by that of the United States and Russia. Plans to create an Atlantic-based free trade association would therefore be incomplete unless Japan's relationship with that association were taken into account. This study begins by describing Japan's international trade and trading partners, providing a background to a discussion of her commercial and economic policy. The establishment of the EEC and EFTA have induced Japan to speculate about a similar grouping in the Pacific, and her reactions to an Atlantic free trade association are discussed. There is a final chapter of summaries and conclusions.

Cumbernauld 67: a Household Survey and Report, by A. J. M. Sykes, J. M. Livingstone and M. Green. (67 pages. Available from Cumbernauld Development Corporation, Information Centre, H4-14 Centre South, Cumbernauld, Scotland. 5s.) This survey, published as *Occasional paper, no.* 1, of the Department of Sociology, University of Strathclyde, was carried out in September and October 1967 at the request of Cumbernauld Development Corporation in order to establish the attitudes of the inhabitants of the new town towards their community, its environment and amenities. The households interviewed were obtained by a 10 per cent random sample drawn from the electoral roll. Considering the fact that over 87 per cent of the residents said their reaction to the town was 'favourable', the number of adverse comments appears disproportionately large to the survey team, but reached significant proportions on only four subjects: lack of entertainment; the high cost of living; the fact that there were not enough big shops in the town centre, and lack of transport facilities. Nevertheless, 40 per cent of those interviewed now had relatives living in the town and three-quarters of the residents considered that their living standards were far higher since their move to Cumbernauld. Appendix B sets out the questionnaire used in the survey.

National Accounts, 1957-1966. Balances of Payments, 1962-1966. Statistical Office of the European Communities. (311 pages. Available from HMSO and other Government bookshops. 17s. 6d.; by post 19s.) The statistics of national accounts of the EEC member countries which were from 1960 to 1965 published annually in the European Communities Statistical Office's *General Statistical Bulletin,* were published for the first time as a separate volume in 1966, covering 1955-65. In this second annual issue they are accompanied by balance of payments statistics, which were also formerly published in the *General Statistical Bulletin,* beginning with figures for 1958-1962, in 1964 no. 1. The national accounts statistics begin with tables of comparative data (overall and per capita) for individual EEC member countries, the EEC as a whole, the United Kingdom, United States and Japan; the figures are expressed in US dollars. Subsequent sections provide data for the EEC as a whole and, in detail according to a standard framework, for individual member countries, expressed in national currency. Finally, there are tables showing principal aggregates and expenditure on gross national product in the United Kingdom and United States. The languages used in the headings accompanying the tables are French and German, but the introduction and detailed contents lists are also in English and the other Community languages. The balance of payments statistics cover global balances of the EEC countries, United Kingdom and United States; geographical breakdown of balances of ECC countries; the last 10 quarterly balances of the EEC countries. For the first time in this issue a consolidated balance for the EEC countries is also provided. All figures are in US dollars. Table headings and explanatory notes are provided in English as well as in the four Community languages.

Finance of Foreign Trade and Foreign Exchange, by D. P. Whiting. (248 pages. Macdonald and Evans Ltd. 25s.) This book covers the syllabus of 'Finance of Foreign Trade and Foreign Exchange' in the Banking Diploma examinations. It describes the mechanism used to facilitate payment for goods entering into international trade. It also considers the ways in which importers can obtain credit to enable them to pay for goods immediately they are received, if they are required to do so, and how exporters can obtain finance so as to allow importers to buy goods on credit. In these connections the work of Export Credits Guarantee Department are described in some detail.

Launching a New Product, edited by John Morley. (172 pages. Business Books Ltd. £2 5s.) The odds against a new product succeeding in the consumer goods and durables market has been held to be as long as 40-1 but, though the element of chance cannot be entirely eliminated from any new product launch, techniques have been developed to ensure that the risk is no greater than it need be. These techniques and, more important, how they work in practice, what the snags are and the ways in which progressive companies make use of them, are the subject of this book. It takes a close look at all the stages involved in developing and launching a new product, from planning market needs to the final publicity effort, outlines all the latest techniques and describes how actual companies are exploiting them to establish new brands which really sell.

New Trade Names in the Rubber and Plastics Industries 1967, edited by R. I. Keveren and B. S. Rennie. (132 pages. Compiled and published by Rubber and Plastics Research Association of Great Britain, Shawbury, Shrewsbury, Shropshire. £2 10s.; £1 5s. to RAPRA members. This list has been published by RAPRA since 1962, and the 1967 edition covers all aspects of the industry – thermoplastic and thermosetting resins, rubbers, adhesives, compounding materials and chemicals, goods and machinery. The main section is in an alphabetical sequence. Each entry consists of trade name, description, manufacturer and address, and a recent reference to a publication providing additional information. There are also indexes to many classes of goods such as adhesives, chemicals and machinery.

Periodical Holdings List of the British Institute of Management Library. (80 pages. British Institute of Management, Management House, Parker Street, London WC2. Free to members; 25s. to non-members.) This is a complete list of some 400 periodicals received by the BIM as at October 1967. Members may borrow photo-copies of individual articles, and both members and non-members may purchase photo-copies for retention.

Other Publications

CHARLESWORTH'S COMPANY LAW, by T. E. Cain. 9th edition. 484 pages. Stevens and Sons Ltd. Bound £2; paperback, 18s. 6d.

THE EUROPEAN ECONOMY IN 1967. Department of Economic and Social Affairs, United Nations. 190 pages. Available from HMSO and other Government bookshops. 21s. 9d.; by post 22s. 2d.

GAS INDUSTRY TRAINING BOARD: REPORT AND STATEMENT OF ACCOUNTS FOR THE PERIOD ENDED 31ST MARCH 1968. 19 pages. Available from HMSO and other Goverment bookshops. 2s.; by post 2s. 3d.

NATIONAL READERSHIP SURVEY 1968; TABLES RELATING TO FEBRUARY-JUNE 1968. 138 tables. Joint Industrial Committee for National Readership Surveys, 44 Belgrave Square, London SW1. £60 per set of 1968 Surveys.

RED BOOK 1968: A COMPREHENSIVE CROSS-REFERENCE OF HONG KONG'S MANUFACTURERS, EXPORTERS AND PRODUCTS. 750 pages. Published by Pacifica Publications. Distributed by CBD Research Ltd., 154 High Street, Beckenham, Kent. £5 5s. plus postage.

RUBBER AND PLASTICS PROCESSING INDUSTRY TRAINING BOARD: REPORT AND STATEMENT OF ACCOUNTS FOR THE PERIOD ENDED 31ST MARCH, 1968. 14 pages. Available from HMSO and other Government bookshops. 2s.; by post 2s. 3d.

SELECTION OF ADVERTISING MEDIA, by J. W. Hobson. 5th edition. 217 pages. Business Books Ltd. £2 5s.

SOUTH AFRICA: A METAL BULLETIN SPECIAL ISSUE. 122 pages. Published by Metal Bulletin Ltd., 46 Wigmore Streeet, London W1. £1 10s.

STATESMAN'S YEAR-BOOK 1968-69, edited by S. H. Steinberg. 1727 pages. Macmillan. £3 3s.

STATIST WORLD BANKING SURVEY 1967-68. 256 pages. Available from Editorial and Advertising Offices. Throgmorton Publications Ltd., St. Alphage House, Fore Street, London EC2. 21s., post free.

WILLIAMS' LAW AND PRACTICE IN BANKRUPTCY, by Muir Hunter and David Graham. 18th edition. 1047 pages. Stevens and Sons Ltd. £10 10s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85 000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5 30. Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).

Aviation and Shipping

Night jet movements at Heathrow and Gatwick in 1969

MR. ANTHONY CROSLAND, President of the Board of Trade, has decided that the restriction on night jet flights at Heathrow Airport during the summer months, imposed in the interest of noise abatement, will remain at the same level in 1969 as in 1968. (*See Aircraft noise at Heathrow Airport – London, page 770 of this issue*).

The traffic will thus be restricted again to a total of 3,500 flights during the night hours, 11.30 p.m. to 6 a.m., between April 1 and October 31, 1969.

This will be the fifth year in which the limit at Heathrow Airport – London has been set at 3,500 movements, notwithstanding the growth in traffic wishing to use the airport, and the extent to which airlines have substituted jet for propeller driven aircraft during this period.

This control imposes a severe restriction on the civil aviation industry, and causes inconvenience to its customers. The government is most concerned about the disturbance caused by aircraft using Heathrow, however, and considers that the penalties to the airlines and passengers must be balanced against the relief afforded to the large numbers of people living under the departure and approach routes to Heathrow Airport.

Gatwick Airport – London

The Board of Trade has continued to study carefully the growth in traffic using Gatwick Airport, and the President has had discussions with the Gatwick Consultative Committee, which has represented to him that night jet traffic should be limited similarly at that airport. As Gatwick's air traffic expands, the degree of noise disturbance (although experienced by far fewer people) is beginning to approach that associated with Heathrow: by the nature of the traffic at Gatwick, which caters particularly at present for the tourist traffic, this is most marked during the summer, and expecially at weekends. Nevertheless, the level of disturbance from aircraft using Gatwick remains appreciably less than the level permitted at Heathrow, and the President does not feel justified in restricting the traffic there, at present. Accordingly, he has decided that there will again be no restriction on night movements at Gatwick in 1969.

Theft of black boxes from aircraft at Heathrow

FOLLOWING THE theft of the black boxes from aircraft at Heathrow on September 9, Mr. Anthony Crosland, President of the Board of Trade, has asked senior officials responsible for civil aviation at the Board of Trade to discuss with the British Airports Authority and with British Overseas Airways Corporation existing security arrangements at the airport, and also to consider whether any new arrangements are necessary to ensure the security of parked aircraft.

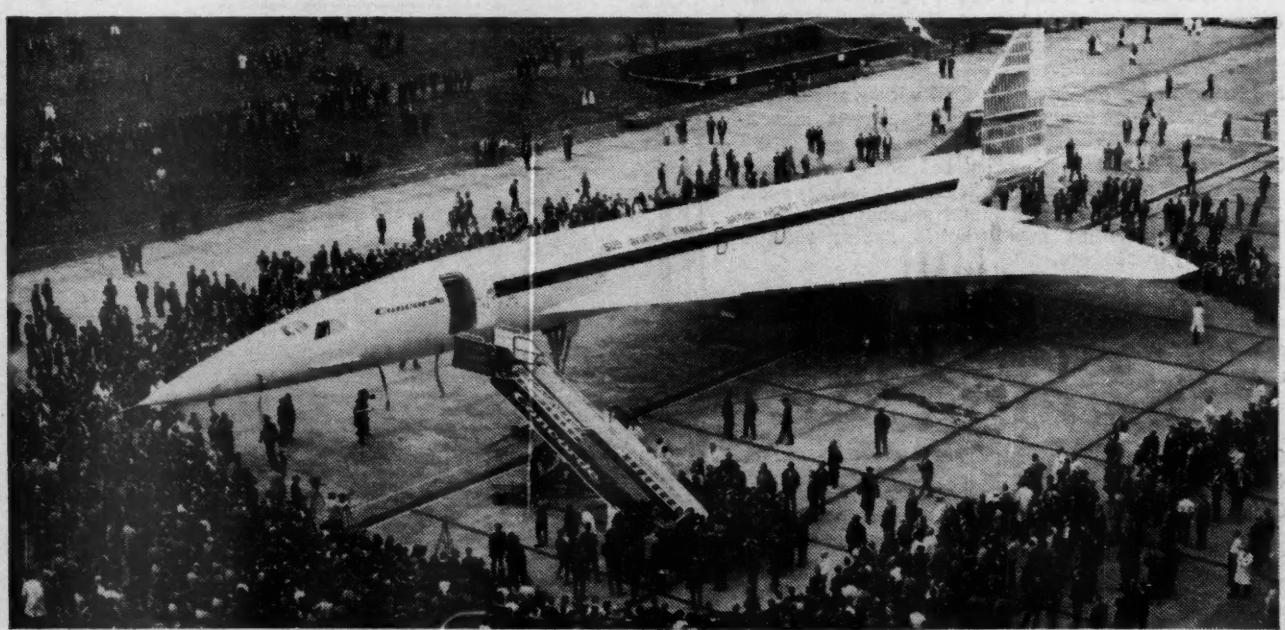
Minister of State sees Heathrow security arrangements

MR. WILLIAM RODGERS, Minister of State, Board of Trade, visited Heathrow Airport London on September 16, to see for himself the Air Traffic control facilities and the security arrangements. After talks with Mr. P. Whitford, Deputy General Manager of the British Airports Authority, and with the Chief Constable of BAA, and with the BOAC Chief of Security, Mr. R. F. V. Turner, the Minister said to the press: 'Because of the access to Heathrow to so many people, security is not easy. However, I am satisfied with the co-operation which exists between BOAC and BAA on these problems. The security people really do a first class job. Access to aircraft when they are parked is a difficult problem, but on security matters Heathrow can compare very favourably indeed. It is as good as any other airport in the world. There is certainly no cause for public anxiety.'

The Minister of State said it was too soon to say if any new security arrangements were needed. This would be considered after full consultations between the Board of Trade, BAA and BOAC were completed.

Appointment to board of BOAC

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. J. R. Stainton as a member of the Board of British Overseas Airways Corporation.



Concorde 002, the second prototype of the Anglo/French supersonic airliner seen after leaving the main aircraft assembly hall at the BAC Filton works for the first time on September 12. It was towed to the new £400,000 engine running base on the Filton airfield for pressurization tests in preparation for engine ground running trials.

By order of Brush Electrical Engineering Co. Ltd.

CROMPTON PARKINSON (CHELMSFORD) LTD.
Writtle Road, Chelmsford, Essex.

SALE BY AUCTION

of

MODERN MACHINE TOOLS

and

ENGINEERING EQUIPMENT

including:

Horizontal borers: Kearns 30N with Airmec Autoset N410 tape control; and six 4 in. spindle borers by Kearns, Richards & Pearns; Kearns special model OC toolroom.

Vertical borers: Craven 10 foot special; Craven 5 foot; 4 W. & B. 36 in. and 48 in.; 2 W. & B. duplex 36 in. and 48 in.

Planers: Butler 7A spiral electric, 16 ft. 0 in. x 6 ft. 6 in. x 6 ft. 0 in.; and Butler hyd. open side, 6 ft. 0 in. x 3 ft. 0 in. x 2 ft. 6 in.

Slotters: Butler 33½ in.; 3 Butler 8 in. and Betts 12 in.

Drills: 10 Archdale 38 in.; 14 Asquith 3 ft. 2 in., 4 ft. 0 in., 4 ft. 6 in. and 6 ft. 0 in.; Asquith 8 ft. 0 in.; 4 and 3 spindle, Progress 4E and others.

Grinders: Churchill 10 in. x 60 in. cylindrical; Lumsden 71 LEOD 18 in. x 60 in. surface; 2 Cincinnati tool and cutter; B.S.A. centreless.

Milling machines: Cincinnati 3U universal dial type with overarm attachment; 20 vertical and horizontal by Cincinnati, Herbert and Parkinson.

Capstan and turret lathes: 20 Ward 2A, 3A, 7 and 10/13; 10 Herbert 2, 2S, 4, 4B, 7, 9 and 14/45.

Centre lathes: Swift 64 in. swing x 12 ft. B.C.; Swift 49 in. swing x 9 ft. 3 in. B.C.; and 8 others by Lang, D.S. & G. and Swift.

Manufacturing equipment: Coil winders; banding machines; mica lowering machines; ovens; laboratory equipment; test equipment.

General: Russell cold saw; balancing machine; hydraulic presses; A.C. & D.C. welding sets; woodworking and sheet metal machinery; engineers' small tools; new electric cable; electric elevating trucks, etc.

WEDNESDAY & THURSDAY
9th & 10th OCTOBER, 1968

at 11 a.m. each day

On View: From Tuesday, 1st. October, from 10 a.m. to 4 p.m. (excluding weekend) and on mornings of sale.

Catalogues from the Auctioneers:

ERS&K EDWARD RUSHTON SON & KENYON

Kings Court, Exchange Street, Manchester. M2 3AX. Tel. 061-834 1814; and at Dashwood House, 69 Old Broad Street, London, E.C.2. Tel. 01-588 4601.

Accident to British Eagle Viscount near Ingolstadt, Germany

THE INVESTIGATION by the German Federal Authorities into the accident to British Eagle International Airlines Viscount G-ATFN which crashed near Ingolstadt on August 9, is progressing with the active participation of members of the Accidents Investigation Branch of the Board of Trade.

The wreckage of the aircraft has been moved from the crash site to a nearby German airbase where the major components have been examined.

There is evidence that the outer wing panels separated from the aircraft shortly before the main impact with the ground, but there is reason to believe that this feature is not the primary cause of the accident. The flight control system has been the subject of particular attention, in addition the electrical system is being examined in detail. Some components of the electrical system have been sent for laboratory examination.

Particularly significant information has resulted from the work being carried out in the United Kingdom of piecing together the information on the flight recorder wire which was broken into 3,000 short lengths. The quality of the recording is good, and information related to the accident flight has been identified. Over 900 lengths of wire have been read out, and further work remains to be completed before conclusions can be drawn with certainty. This work is being done with the full co-operation of the system and flight recorder manufacturers together with the aircraft's operator, under the general direction of the leader of the Flight Recorder Group of the German investigation team.

The above statement is issued by the Accidents Investigation Branch of the Board of Trade with the agreement of the accidents investigation authorities of the Federal Republic of Germany.

Register office of shipping and seamen

WITH EFFECT from September 21 the telephone number of the General Register and Record Office of Shipping and Seamen, Llantrisant Road, Llandaff, Cardiff, will be changed to: 0222 561221/9.

MINISTRY OF DEFENCE

Sale of Dumb Lighters

Tenders are being invited for a number of steel hulled Dumb Lighters of 70/100 ft in length lying at Devonport, Portsmouth and Chatham.

Closing date for the receipt of tenders is 12 o'clock noon on Tuesday 22nd October 1968 and applications for further particulars, Conditions of Sale and Tender Forms should be made well in advance of this date to the Director of Contracts (Naval), Branch 85, Ministry of Defence, Ensleigh, Bath, Telephone Bath 6933 Ext 4748.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Oct. 1-4 .	Vehicles, earth moving and lifting equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272.)

Seven Princess limousines; Morris 'Mini Minor' saloons, commercial utility vans and 'Minibuses'; Ford 'Zephyr', 'Consul', 'Popular' and 'Escort' saloons; Hillman 'Huskys'; Vauxhall 'Victor' saloons; Standard 'Ensign' estates; Land Rovers; commercial vehicles including AEC 'Matadors' and six-wheeled trucks; Leyland 'Hippo' trucks; hydraulic tippers; Diamond 'T' tractors; amphibious DUKW's; Thornycroft tractors, fitted fifth wheel coupling Scammell breakdown vehicles and tractors; Morris 200-gallon water tankers; excavators by Blaw Knox, NCK, Ransomes & Rapier, Ruston Bucyrus and Smiths; mobile cranes by Coles, Hyster, Jones, Morris, Neals and Taylor; fork lift trucks; loading shovels; graders; scrapers; dumpers; Ford 'Snogo' snow ploughs; grit spreaders; coaches (5-36 seats); trailers 10 cwts.-50 tons capacity including 50-ton transporter trailers; solo and combination motor cycles by BSA, Douglas 'Vespa', Matchless and Triumph.

Oct. 9. .	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Miscellaneous aircraft instruments, tyres and spare parts; MT spares; plant and equipment; hydraulic and screw jacks; machine tools; electrical spares; amosite asbestos covering and insulation boards; binoculars; wrist watches; scrap metals, webbing, leather, cordage, canvas and mixed rags; clothing including greatcoats, khaki shirts, denim and battle dress blouses, jerseys, gloves, rubber boots; a large quantity of ankle boots and blankets; office and domestic furniture and other general stores.

Oct. 17 .	Surplus plant and stores	The County Hall, Botchergate, Carlisle . .	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

MT spares including quarter lights; rear vents; door windows; brake linings; carburettors; filler caps; servo assemblies; clutch spares; fuel pumps; steering valve assemblies, etc.; machine and hand tools including grinding machines; arbor press; flexible drive unit; electrical items including oscilloscopes; test sets; generators; power units; transformers; receivers; modulator units; electric motors; battery chargers; electronic valves; fans; drills; cable, etc.; gyro units; stop and pocket watches; aircraft and other clocks; binoculars; barometers; telephone equipment; fire pump hoses; sewing machines; tool boxes; paint spraying equipment; teleprinter paper, etc.

Catalogues available from relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at STIRLING on October 9, 1968. Most Lots will not exceed 200 pairs and will be lotted in sizes. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

SALE BY TENDER

MACHINE TOOLS

Single-spindle automatic; horizontal and vertical borers; single-spindle and multi-spindle drills; internal, universal, surface and tool and cutter grinders; broach grinders; gear generator; capstan, centre and turret lathes; horizontal, vertical, universal and manufacturing millers; hydrocopying rigidmils; shaping, keyseating, rivetting machines, etc. Located at Stroud, Gloucester. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. October 10, 1968.

ARMY SURPLUS VEHICLES IN HONG KONG

During the course of the next nine months a quantity of surplus British Army vehicles will become available for sale in HONG KONG. Approximate quantities are:

Truck ¼ ton	90
Truck ¾ ton	30
Truck 3 ton	90
Trailer ¼ ton	220
Trailer 1 ton	130

Collection and shipping arrangements will be the responsibility of the purchasers. Export from Hong Kong is subject to control and licences will be required.

Private Treaty sales will be considered.

For further details write to Command Secretary, Headquarters Land Forces, Hong Kong, British Forces Post Office 1.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2. (01-405-3422).

Developments in Computer-Assisted Instruction in the School District of Philadelphia, by M. D. Ashton. *UKSM Report No. 68/46.* This report describes a visit made to the Division of Instructional Systems, School District of Philadelphia, and to one of the local schools to see and discuss a scheme being implemented for computer-assisted instruction in remedial reading, mathematics and biology. The actual project is two years old but its application in school only commenced in November 1967.

Research on Human Factors in Electronics and Engineering in the United States Federal Government, by H. K. Bourne. *UKSM Report No. 68/47.* Research work on human factors in electronics and engineering in various agencies of the Federal Government is described. Work in the Office of Naval Research, in the Post Office Department, research for the Department of Transportation in the field of vehicle safety and the human engineering problems in the underwater environment, are also discussed.

Environmental Sciences, by W. N. Hewson. *UKSM Report No. 68/48.* This report deals mainly with the 14th Annual Technical Meeting of the Institute of Environmental Sciences and the associated exhibition. There are also references to the National Atmospheric Sciences Programme and to United States markets for equipment to monitor and control air and water pollution.

The Contribution of Simulators to Traffic Safety, by H. K. Bourne. *UKSM Report No. 68/49.* Simulators are useful in research on traffic safety and, to some extent, for training, testing or selecting drivers. Unfortunately they have a number of limitations, the most difficult one being to provide a realistic simulation of the cues experienced by a driver during actual road conditions.

Educational Communications, by H. K. Bourne. *UKSM Report No. 68/50.* To meet the needs of education, the most modern technology involving computers and communications must be employed. The role of communications in education is discussed in this report. A nation-wide information computer network, known as EIN, connecting universities and other educational organizations, is now being formed in the United States and the state of this project is described.

Educational Technology and National Development, by H. K. Bourne. *UKSM Report No. 68/51.* The needs for education in the future can only be met by applying modern technology. Some of the methods of accomplishing this and some of the problems are discussed.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+21	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+29	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+79	+47
1965	129	132	155	148	126	..	160	130	169	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	161	183	163	+199	+129	+30	+ 6
1967	132 (1)	133	169	164	131	101	171	128	166	200	185	+101(1)	— 47	—30	+10
1967															
1st quarter	132	132	165	160	129	100	165	127	163	189	174	+ 37	— 8	— 7	+14
2nd quarter	132	133	168	161	129	100	174	133	174	196	185	+ 46	+ 12	—11	+14
3rd quarter	133	133	171	165	132	102	172	125	164	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	163	207	194	+ 50(1)	— 32	+ 5	+ 2
1968															
1st quarter	136 (1)	137	177	175	139	106	176	120	181	208	194	—126(1)	—129	+ 3	+46
2nd quarter		138*				102		124*	173*				+ 97*	+15*	Nil
1968															
February		137				105									
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									

	ORDERS		PRICES AND COSTS				LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan.-31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.			—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—107
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—302
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—168
2nd quarter	138*	125*	125·0	+4·5	122·8	141·3	185·7	550	180		201	180	—169
1968													
January	143	114	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	140*	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138*	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July			125·5	+5·3	122·1*	141·5*	186·6	580	180		210	188	
August					122·2*	141·5*		585	179		210*	198*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

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United Kingdom trade in August

Exports

EXPORTS IN AUGUST rose to £537 million, seasonally adjusted, following £510 million in July.

While the increase in exports over the last two months is encouraging, the particularly sharp rise of £27 million in August may, however, be partly erratic. For example, the total included exceptionally sharp increases for diamonds and beverages.

Nevertheless, taken with the figures for recent months, the August total provides further evidence of a widely based and strongly rising trend of exports. In the three months June to August, exports averaged £513 million a month, over 5 per cent above the level in the period March to May.

Exports in June to August were 21 per cent higher by value than the average in the second and third quarters of 1967. Rather more than half of this rise reflects an increase in the volume of exports. In sterling terms, the export unit value index by July had increased by 8 per cent since last October but, in terms of US dollars, United Kingdom export prices were on average about 7 per cent lower than before devaluation.

The growth of exports has been particularly strong in recent months to North America, with deliveries 17 per cent higher in June to August than in March to May. Exports to the EEC countries in June to August were 3 per cent higher than in the preceding three months despite the shortfall in exports to France in June, which has not yet been made good. Deliveries to EFTA rose sharply after the early months of this year and in June to August were 9 per cent higher than in the previous three months.

Exports to the sterling area fell back in the second quarter as the effects of carryover from the dock strikes diminished, but the August figure provides some evidence of renewed growth. Deliveries to Latin America and to the Soviet Union and Eastern Europe have remained at the markedly higher levels reached early this year. Exports to the 'rest of the world' group of countries have increased strongly in recent months and were 14 per cent higher during June to August than in March to May; this rise partly reflected higher deliveries of ships and aircraft.

The recent substantial growth of exports has been fairly widely spread. There have been sharp increases in the fluctuating categories of beverages (particularly whisky), fuels and 'other manufactures', which includes diamonds. Exports of road motor vehicles have grown strongly during 1968 and in June to August were 11 per cent higher than in the previous three months. Exports of machinery, however, have shown little further increase during this year after moving to a markedly higher level early in 1968.

Table 1A

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 8
1967	419	537	533	15	— 45
1966 1st quarter	412	508		16	— 23
2nd quarter	397	492		16	— 33
3rd quarter	428	513		15	— 19
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 6
2nd quarter	428	530	525	15	— 37
3rd quarter	420	519	515	16	— 26
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 64
2nd quarter	489	642	634	17	— 73
March	489	658	652	17	— 93
April	488	650	645	18	— 85
May	483	660	648	15	— 85
June	493	615	608	16	— 50
July	510	672‡	665‡	19	— 81
August*	537	671	652	19	— 30
March-May	487	656	648	17	— 88*
June-August*	513	653	642	18	— 54*

*Provisional estimates.
†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
‡Revised estimates.

Imports

Imports in August, at £652 million (seasonally adjusted and excluding United States military aircraft), were £13 million lower than the revised figure of £665 million in July.

The August total may still have been inflated by the aftermath of the tariff cuts at the beginning of July and the disturbance to imports from France, which both contributed to the low arrivals in June and the rebound in the following month. The August figure was also affected by erratically high arrivals of non-military aircraft, which totalled £11 million compared with an average of £2 million a month in the first seven months of this year. The value of finished manufactures (other than non-military aircraft) was still relatively high, as were imports from France.

The underlying rate of imports has eased back a little in recent months despite the expected return to positive stockbuilding with the recovery in activity. In the period June to August, total imports averaged £642 million a month compared with £648 million a month in the preceding three months. There has been a marked rise in fuel imports and smaller increases in industrial materials and finished goods but imports of food, beverages and tobacco decreased sharply (by £13 million a month). Within the industrial materials group, semi-manufactures have shown no growth despite a higher level of imports of diamonds during the last three months. In the group of finished manufactures, imports of machinery have fallen back in recent months, but arrivals of consumer goods have risen a little, though they are still well below the level in the first quarter of this year.

Most of the decline in imports in the last three months was in arrivals from Western Europe. Imports from the 'rest of the world' group of countries were sharply higher but arrivals from other areas were not greatly changed.

Visible trade balance

The visible trade deficit in August was £30 million (seasonally adjusted and excluding United States military aircraft) compared with the revised figure of £81 million in July; this reduction is partly a reflection of the absence during August of purchases of ships delivered abroad to United Kingdom owners.

Over the last three months, June to August, the deficit has averaged £54 million a month, compared with £88 million a month in the preceding three months. This improvement reflects the strong rise in exports and the easing back in imports.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in

Table 1B

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
2nd quarter	503·0	645·6	17·0
July	530·4‡	699·5‡	19·4
August*	491·1	653·8	17·8

*Provisional estimates. ‡Revised estimates.

significant surplus. Over the years 1963-1967 the surplus on revised estimates averaged some £180 million a year or £15 million a month. In the first half of this year, partly reflecting the effects of devaluation, the surplus on invisibles rose to £21 million a month on a seasonally adjusted basis.

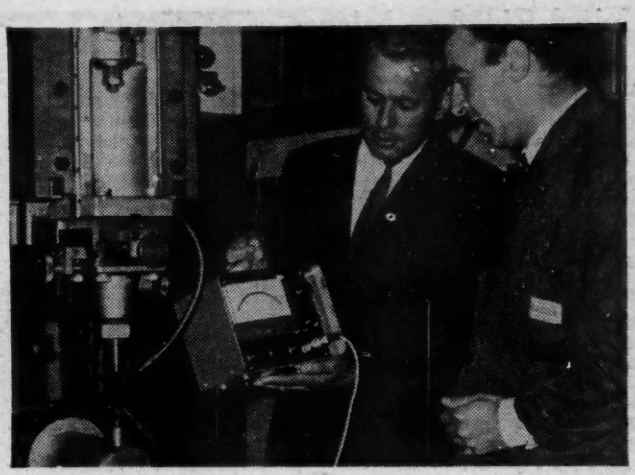
Notes:

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.), is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.



A special resistance spot welding machine, sold to Sabena World Airlines by British Federal Welder & Machine Co. Ltd., undergoes final testing at Dudley in Worcestershire. The picture shows Mr. John Bond (left), export sales manager, watched by Mr. G. Tambuyser (right), chief Sabena technician, testing the machine before shipment to Sabena's repair workshops in Brussels.

General assessment of the economic situation

Note: Unless otherwise stated this report is based on seasonally adjusted data. It is taken from the article on the economic situation to be published in *Economic Trends* later this month.

The process of adjustment in the economy following devaluation and the Budget is necessarily a gradual one; but further information which has become available about the movement in the components of demand since the spring shows that substantial shifts are already occurring. Personal consumption has fallen back, while stockbuilding has recovered sharply and exports appear to be firmly established on a rising trend. Total activity, however, probably changed little in the second quarter.

Exports rose very strongly in August. Although this increase may be to some extent erratic, it provides evidence, in association with the figures for earlier months, of a strongly rising trend; in the three months June to August exports by value were over 5 per cent higher than in the preceding three months March to May. New export orders received in the second quarter by the engineering industry were about 8 per cent more in volume than in the second half of last year; and in the textile and clothing industries orders were also very buoyant although those for steel fell back from their high level in the first quarter. Imports in August were lower than in July. Notwithstanding the recovery in stockbuilding, the underlying rate of imports has eased back a little in recent months. In the period June to August, total imports average £642 million a month compared with £648 million a month in the preceding three months. There has been a marked rise in fuel imports and smaller increases in industrial materials and finished goods but imports of food, beverages and tobacco decreased sharply. Within the industrial materials group, semi-manufactures have shown no growth despite a higher level of imports of diamonds during the last three months.

Investment by manufacturing industry rose slightly in the second quarter – the first increase since the second quarter of 1967. It appears that the fall in investment has now levelled out, although it is too early to be sure that this marks the upturn already foreshadowed by several forward indicators. The increase in investment was particularly concentrated on new building work. Investment by the distributive and service industries showed little change in the second quarter.

Increased stockbuilding contributed strongly to demand in the second quarter, in sharp contrast to its earlier weakness. The turnround in industry's stockbuilding was nearly £200 million at 1958 prices. Most of the increase in the second quarter was in stocks held by manufacturers, and of this increase nearly half was in stocks held as finished goods. Manufacturing industry's stock-output ratio remains low, and although it is possible that credit restrictions are encouraging more efficient stock utilization, continued rebuilding of stocks seems probable, though not necessarily at the second quarter rate.

The latest indicators on the behaviour of personal consumption suggest that it has levelled out after falling substantially in the second quarter. In July the volume of retail sales and the number of new car registrations were at very much the same average level as in the second quarter. New car sales seem to have risen considerably in August, but much of this increase will have reflected the change in the car registration year. Total hire purchase debt outstanding fell in July, for the fourth successive month, to its lowest level since last November.

Despite the flattening out of consumer spending, industrial production rose by nearly 1 per cent in the second quarter of 1968. Manufacturing production has been the major source of this expansion, and within it the engineering, chemical and metal manufacturing sectors, which account for much of our expanding exports, have shown the most prominent increases.

Although the upward trend in unemployment continued between July and August, when the total rose to 585,000, it may be losing impetus. The percentage rate of unemployment was unchanged at 2.5, and the increase in numbers unemployed was a good deal smaller than in recent months; this may indicate a change in trend. Moreover, between June and July, employment in manufacturing industries rose by more than is usual for the time of year.

The rise in retail prices since the autumn of last year has been sharp, reflecting the impact of devaluation (which raised import prices) and of the Budget (which raised indirect tax rates). Between November 1967 and June 1968 the retail price index (not seasonally adjusted) showed an increase of some 4½ per cent. Average earnings have risen rather less over the same period, so that real incomes have been under restraint to make room, as is necessary, for an improvement in exports. However, the main effects of devaluation and the Budget on prices should have worked through by now, though the effect of the increase in September in the Selective Employment Tax has still to appear. The dominant influence on prices from now on will be the rate of increase in wages; if this remains moderate, in keeping with the requirements of the balance of payments, the retail price index should show a much steadier trend in coming months.

The identified deficit on the combined current and long-term capital accounts fell to £194 million in the second quarter – an improvement of some £140 million on the average of the very high deficits in the two preceding quarters. On current account the deficit was £169 million, some £65 million lower than the average for the two preceding quarters. The net outflow of long-term capital was £25 million; excluding exceptional large transactions this was somewhat lower than the average of the two preceding quarters.

United Kingdom balance of payments 1952–1967

DETAILED ESTIMATES of the United Kingdom balance of payments for the years 1952-1967 are contained in the 'Pink Book' – 'United Kingdom Balance of Payments 1968' – prepared by the Central Statistical Office which was published on September 13 (HMSO, price 12s. 6d.). This publication is the sixth in an annual series supplementing the quarterly estimates issued in 'Economic Trends'. As in past years, it gives estimates for the balance of payments revised in the light of further information, and additional tables and commentary on certain aspects of the balance of payments.

The estimates show that the United Kingdom had a deficit on current and long-term capital account of £490 million in 1967, which is £50 million less than the preliminary estimate issued in March. The estimates of the deficits in 1965 and 1966 have also been revised downwards by nearly £50 million, to £294 million and £89 million respectively. It is now estimated that the United Kingdom was in surplus by £15 million on current account in 1966, but this was followed by a deficit on current account in 1967 of £404 million.

More complete information on transactions in 1967 has led to upward revisions both to the surplus on invisibles account and to the estimated net outflow of long-term capital. The invisibles surplus in 1967 is now estimated to have been £233 million, £97 million more than the preliminary estimate, and the net outflow of long-term capital is now estimated to have been £86 million, £60 million more than the preliminary estimate. The surpluses on invisibles in 1965 and in 1966 are now estimated to have been £10 million and £35 million higher respectively than in previous estimates. Revisions to earlier years are relatively small in total.

A new section to the Annex now brings together the various current account entries for insurance, banking, merchanting and brokerage activities. It shows the net income from overseas of United Kingdom insurance companies, the Corporation of Lloyd's and British insurance brokers as £135 million in 1967 (including interest or dividends on portfolios of overseas securities) or £99 million (excluding interest). Including portfolio income, the net income of British insurance companies was £75 million, of Lloyd's it was £33 million and of insurance brokers £27 million. The total overseas receipts of United Kingdom banks were £119 million in 1967, whilst total expenditure on interest etc., was £97 million. Merchanting profit on third country trade and re-exports is estimated to have been of the order of £30-£35 million a year during the period 1965 to 1967. The estimated net overseas receipts of brokerage and other financial and allied services (including the Baltic Exchange, the London Stock Exchange and Lloyd's Register of Shipping) were £33 million in 1967.

Other new information on invisibles includes an analysis of passenger revenue of shipping and civil aviation so as to identify, for United Kingdom carriers, the revenue arising from overseas visitors to the United Kingdom (£85 million in 1967) and, for overseas carriers, that arising from United Kingdom residents making visits abroad (£67 million).

Index of Industrial Production for July

THE INDEX of Industrial Production for July 1968, seasonally adjusted, is estimated provisionally at 139 (1958=100) the same as for June. For manufacturing industry alone the figures were 140 and 142 respectively.

For the three months May to July, 1968, it is provisionally estimated that production as a whole was 0.9 per cent higher than in the preceding three months, February to April, 1968; for manufacturing industries alone there was an increase of 1.1 per cent.

Business monitor: Production series

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Aircraft noise at Heathrow Airport — London

MONITORING of the noise of departing jet aircraft and of the height of all types of arriving aircraft continued during the second quarter of 1968. The results are set out below together with comparable figures for the same period in the previous four years.

Departing aircraft

18,361 jet aircraft day departures were monitored by the Board's Noise Monitoring Unit during the quarter. Of these 0.2 per cent exceeded the permitted limit of 110 perceived noise decibels. Of the 995 jet aircraft night departures which were monitored, 2 per cent exceeded the permitted noise level of 102 perceived noise decibels. The figure for night infringements is disappointing but the overall picture is not as bad as the figure would indicate. None of the violations approached the day noise level and a majority was marginal, being within 2 perceived noise decibels of the night limit.

Comparable figures for similar quarters in the previous four years are given in the following table.

Second quarter

Year	Day depatures monitored	Percentage infringements	Night departures monitored	Percentage infringements
1964	9,382	0·3	882	0·8
1965	10,155	0·5	874	2·6
1966	13,405	0·9	876	4·8
1967	16,083	0·1	886	0·1
1968	18,361	0·2	995	2·0

Landing aircraft

921 aircraft were monitored by radar during their approach to land in order to check their compliance with the correct approach angle of 3°. Only 0.1 per cent came below this angle, and for a very short part of their approach.

Comparable figures for the same quarter in the previous four years are given below:

Second quarter

Year	Number of approaching aircraft monitored	Percentage infringements
1964	1,536	0·4
1965	1,615	0·3
1966	1,901	0·7
1967	1,477	0·2
1968	921	0·1

Note:

Variations in the level of infringements are not a guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

UK and world exports of manufactures in 1967

IN THE supplement entitled 'United Kingdom and world exports of manufactures in 1967' published as an inset in the *Board of Trade Journal*, September 6, the first line of paragraph four on page ii should read 'Exports to primary producers expanded by 7 per cent in 1967.' Page iv, DEFINITIONS. Paragraph 3. In addition to the seven full members the figures for the European Free Trade Area include those of the associated member, Finland.

The wholesale trades in 1965

SOME AMENDMENTS have been made to the article which appeared in the *Board of Trade Journal* on July 26, 1968, pages 238-249 on the results of the large scale inquiry into the wholesale trades taken in respect of 1965.

Copies of the amended article and tables are obtainable from the Annual Inquiry Section, Room 02, Board of Trade Census Office, Lime Grove, Eastcote, Middlesex (Tel. 01-866 8771, Ext. 514).

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for July 1968, prepared by the Ministry of Commerce is 123 (1963=100). This is 22 points lower than for June 1968 and 13 points higher than for July 1967.

The index numbers for the main industrial groups with the increase or decrease on July 1967 shown in brackets are: textiles 140 (+35 points); clothing 93 (+3); engineering and metals 98 (+2); food, drink and tobacco 114 (+5); timber and furniture 108 (+2); mineral products 96 (−5); other manufacturing industries 173 (+27); gas, electricity and water 107 (+10).

Cinema admissions and takings in June

DURING JUNE, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 4.04 million and the weekly average of gross box office takings was £0.94 million.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week end e Friday, September 13, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 37:					
The City's for Living In	Br/E 33517	10	September 9	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pictorial Series 716/728:					
Pathe Pictorial No. 716	Br/E 33523	9	September 11	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 717	Br/E 33524	9	September 11	" "	" "
Pathe Pictorial No. 718	Br/E 33525	9	September 11	" "	" "
Girl on a Motorcycle	Br/E 33526C	92	September 12	British Lion Films Ltd.	Mid-Atlantic Film (Holdings) Co. Ltd., London and Ares Productions S.A.R.L., Paris.
The Hand of Night	Br/E 33527	73	September 12	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-73	Br/E 33403	8	September 13	" "	" "
Pathe News 68-74	Br/E 33404	7	September 13	" "	" "
Movietone News 2048	Br/E 33351	8	September 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2048A	Br/E 33352	7	September 13	" "	" "
FOREIGN					
Daffy's Diner	F 33518	7	September 11	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
Skyscraper Caper	F 33519	6	September 11	" "	" "
See Ya Later Gladiator	F 33520	6	September 11	" "	" "
33 Fathoms Plus	F 33521	17	September 11	" "	" "
Newfoundland's Fighting Fish	F 33522	15	September 11	" "	" "
The Stranger	F 33528	104	September 12	Paramount Pictures (UK) Ltd.	Dino de Laurentiis Cinematografica, S.p.A., Rome and Marianne Productions S.A., Paris.
Tant qu'on a la Sante (As long as you're Healthy)	F 33529	78	September 12	Connoisseur Films Ltd.	C.A.P.A.C., Paris.
The Busy Body	F 33530	85	September 13	Paramount Pictures (UK) Ltd.	William Castle Enterprises Inc. and Paramount Pictures Corp.
5 Card Stud	F 33531	102	September 13	" "	Paramount Pictures Corp., Hal B. Wallis and Joseph B. Hazen.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in July was 7 per cent higher than the previous year, compared with increases of 7 per cent and 3 per cent in May and June respectively.

Sales by food shops showed an increase of 6 per cent on a year earlier, while clothing and footwear shops showed no change on a year earlier. Durable goods shops and miscellaneous non-food shops showed increases of 16 per cent and 8 per cent respectively on a year earlier.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+2	94	+ 3
1967 3rd quarter	102	Nil	107	+ 3	98	—1	90	— 5	97	— 2	106	Nil	86	+ 2
4th quarter	110	+1	111	+ 1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+3	96	+ 9
1967 July	104	Nil	106	+ 2	102	—1	96	— 7	93	— 7	110	+3	89	+ 1
August	105	+3	110	+ 4	102	+3	91	— 1	101	+ 2	111	+5	88	+ 3
September	96	—3	106	+ 2	91	—6	84	— 7	97	Nil	95	—9	80	+ 2
October	102	Nil	105	— 1	101	Nil	99	— 1	110	+10	100	—1	97	Nil
November	103	+2	111	+ 3	99	+2	101	— 1	104	+ 7	98	+2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	—1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	—3	91	+11
July	111	+7	113	+ 6	109	+7	96	Nil	108	+16	119	+8	95	+ 7

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during April, 1968

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during April 1968 amounted to 15,149 thousand net tons: an increase of 5.7 per cent over the tonnage for April 1967. Commonwealth vessels accounted for 6,839 thousand n.r.t.

During the first four months of the year the total n.r.t. of vessels entering United Kingdom ports with cargo increased by 2.7 per cent compared with the corresponding period of 1967. Clearances remained at a level similar to that of the previous year.

In the coasting trade there was a 7.7 per cent increase in the total net tonnage of arrivals and departures with cargo during the month of April 1968, and a slight increase during the first four months compared with 1967.

Note: Net registered tons (n.r.t.).

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements in the foreign trade at United Kingdom ports

	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of April, 1967	5,590	9,469	3,696	189	5,583	4,282	4,865	2,244	120	2,501
" Month of April, 1968	6,112	10,240	4,097	272	5,871	4,570	4,909	2,318	152	2,439
" Four months ending April, 1967	21,474	37,323	14,007	780	22,535	17,488	19,218	8,812	514	9,893
" Four months ending April, 1968	23,775	38,347	14,610	848	22,889	18,358	19,212	8,907	485	9,820
In ballast: Month of April, 1967	1,256	1,770	767	24	979	2,597	6,399	2,214	65	4,120
" Month of April, 1968	1,342	1,824	830	46	948	2,898	6,847	2,144	160	4,543
" Four months ending April, 1967	5,275	7,604	3,441	156	4,007	9,582	26,323	8,833	360	17,131
" Four months ending April, 1968	4,755	6,452	2,754	197	3,461	10,518	25,333	7,938	513	16,882

(1) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	April		Four months Ended April		April		Four months Ended April	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of vessels	Number of vessels							
United Kingdom	1,640	1,783	6,140	6,759	1,313	1,470	5,174	5,623
Other Commonwealth	127	181	508	606	123	124	496	486
Foreign	3 823	4,148	14,826	16,410	2,846	2,976	11,818	12,249
TOTAL	5,590	6,112	21,474	23,775	4,282	4,570	17,488	18.358
Commonwealth (1)	Thousand net tons							
Registered in United Kingdom	3,696	4,097	14,007	14,610	2,244	2,318	8,812	8,907
Registered in Canada	—	—	1	—	—	—	—	—
Registered in other countries	189	272	779	848	120	152	514	485
Soviet	87	96	389	437	17	17	74	117
Finnish	97	149	323	417	35	37	166	135
Swedish	544	355	1,719	1,828	216	199	770	905
Norwegian	1,190	1,139	5,013	4,436	460	418	1,625	1,690
Danish	254	239	999	1,022	163	169	716	719
Polish	19	19	97	91	11	18	48	55
German (Federal Republic)	395	521	1,611	2,059	265	301	1,072	1,250
Dutch	604	683	2,161	2,442	399	362	1,666	1,526
Belgian	191	223	773	838	130	163	621	576
French	263	299	1,079	1,141	134	198	721	762
Spanish	61	52	237	245	58	46	256	222
Italian	154	120	582	597	49	46	104	159
Yugoslav	22	55	107	94	7	5	35	25
Greek	176	232	807	819	51	72	256	254
United States of America	181	172	882	648	182	147	694	522
Panamanian	99	122	731	630	56	81	152	275
Liberian	1,007	1,084	4,079	3,997	132	44	349	234
Other	238	311	946	1,148	136	116	568	394
Total foreign	5,583	5,871	22,535	22,889	2,501	2,439	9,893	9,820
TOTAL	9,469	10,240	37,323	38,347	4,865	4,909	19,218	19,212
Trading areas:								
Irish Republic	367	770	1,328	1,715	386	363	1,392	1,342
Northern Europe	2,229	2,611	8,916	10,706	1,836	1,927	7,700	7,831
Europe (Atlantic) and Western Mediterranean Countries	1,111	1,290	4,014	5,009	687	857	2,525	3,233
Central and Eastern Mediterranean Countries	1,068	1,271	4,064	4,346	160	163	677	737
West and South Africa	673	548	2,732	1,828	214	189	933	790
East Africa, Persian Gulf, India	1,666	1,543	7,044	6,436	173	187	853	731
Eastern Asia and Islands in the Pacific	277	237	1,090	870	248	163	938	665
Australasia	298	289	1,039	1,021	145	192	590	690
North America (Atlantic Coast)	760	774	3,071	2,668	718	599	2,351	2,076
West Indies and Central America (Atlantic Coast)	738	608	3,242	2,559	190	134	840	593
South America (Atlantic Coast)	65	144	270	513	24	59	155	227
South and Central America (Pacific Coast)	44	21	100	108	21	17	81	74
North America (Pacific Coast)	97	124	388	524	60	55	177	198
Other areas	7	10	23	44	1	4	6	25
Total Commonwealth Countries (1)	2,361	2,305	9,837	8,312	1,126	1,117	4,199	4,056
Total Foreign Countries	6,838	7,935	27,485	30,035	3,739	3,792	15,019	15,156
TOTAL	9,469	10,240	37,323	38,347	4,865	4,909	19,218	19,212

Table 3. Foreign trade arrivals and departures at principal ports – January-April

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	1,183	1,183	573	1,208	1,204	597	180	156	169	1,241	1,140	490
Cardiff	512	537	227	624	604	283	224	180	140	604	608	285
Dover	1,524	1,899	1,554	2,418	2,620	2,147	1,428	1,801	1,384	2,371	2,574	2,098
Felixstowe	—	581	681	—	626	721	—	492	572	—	577	654
Folkestone	155	135	103	210	180	134	170	138	105	211	183	136
Grimsby	1,163	1,288	1,015	1,326	1,442	1,098	468	529	416	1,335	1,363	1,054
Harwich	1,883	1,830	1,045	1,953	1 868	1,075	1,817	1,721	1,103	1,941	1,753	1,124
Holyhead	435	661	430	438	666	434	435	475	427	443	483	439
Hull	1,699	1,682	1,581	1,835	1,809	1,692	912	962	1,066	1,808	1,693	1,624
Lancaster	123	39	10	128	45	31	4	8	22	158	9	26
Liverpool	4,809	4,131	1,595	5,643	4,754	1,812	2,212	1,736	1,051	5,762	4,815	1,736
London	10,898	10,116	5,120	13,215	11,793	5,829	4,985	4,379	3,259	12,608	11,472	6,111
Manchester	2,061	2,244	1,075	2,192	2,424	1,231	611	528	735	1,856	2,089	1,225
Middlesbrough	1,118	1,132	536	1,535	1,451	727	767	646	585	1,580	1,643	818
Milford Haven	2,901	2,430	134	3,324	2,918	300	561	610	228	3,175	2,728	363
Newhaven	169	179	213	174	183	225	153	166	193	158	185	232
Newport	309	408	219	514	568	295	327	306	274	545	663	352
Plymouth	94	107	177	136	163	320	62	73	188	131	156	328
Port Talbot	348	299	172	385	332	252	58	58	139	373	332	253
Southampton	4,909	4,927	960	5,753	5,722	1,273	2,035	2,144	868	5,789	5,474	1,238
Swansea	241	249	133	673	542	384	661	569	380	827	1,199	451
Tyne Ports	700	621	499	992	880	585	384	346	288	1,047	962	578
Glasgow	1,684	1,101	485	1,910	1,308	546	735	717	280	2,101	1,634	549
Grangemouth	479	493	461	593	587	556	438	372	352	603	564	515
Greenock	90	747	74	332	824	110	35	33	19	271	747	89
Leith	256	209	400	263	213	410	98	84	216	227	190	344
Belfast	653	723	492	709	750	549	139	181	177	789	822	454
Other Ports	2,445	2.920	5,894	3,556	3,954	7,525	1,681	1,675	4,658	3,900	4,030	7,763
TOTAL	42,841	42,871	25,858	52,039	50,431	31,141	21,580	21,088	19,294	51,854	50,088	31,329

* 1967 Tonnage figures for Harwich include those for Felixstowe.

(Continued on next page)

SHIPPING MOVEMENT AT UNITED KINGDOM PORTS, *continued*

Table 4. Coasting trade arrivals and departures at principal ports – January-April

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	519	548	411	632	622	978	213	247	693	658	746	1,121
Cardiff	195	153	223	329	318	639	79	105	361	290	262	636
Cowes	601	443	2,075	1,349	1,037	4,690	565	422	1,870	1,345	1,033	4,676
Hull	380	345	118	600	495	355	214	161	158	595	550	427
Immingham	252	257	67	605	543	278	294	301	157	437	485	253
Lancaster	467	319	331	530	393	553	407	369	525	490	380	540
Liverpool	764	1,095	977	1,125	1,472	1,689	725	921	1,205	1,312	1,676	1,850
London	2,353	2,625	2,497	3,207	3,596	4,523	883	877	1,627	3,214	3,469	4,314
Manchester	386	43	65	530	85	141	254	24	45	559	76	117
Middlesbrough	120	168	115	461	503	494	151	160	273	376	373	443
Milford Haven	139	106	41	1,134	1,010	502	1,327	1,045	526	1,388	1,090	553
Portsmouth	133	143	612	922	1,001	4,135	27	36	267	896	978	4,122
Preston	355	398	731	401	433	804	350	381	680	420	456	852
Southampton	886	959	2,849	1,971	2,009	3,827	1,776	1,711	3,298	2,001	1,985	4,691
Sunderland	76	68	60	499	526	525	388	414	393	465	474	463
Swansea	55	81	133	628	678	1,395	419	455	1,100	497	520	1,244
Tyne Ports	215	223	56	1,125	1,233	785	543	772	626	960	1,135	818
Ardrossan	296	402	479	320	427	557	180	290	563	250	406	678
Glasgow	455	160	275	270	338	396	259	125	230	489	215	374
Greenock	389	603	910	412	730	1,019	394	559	814	438	739	1,019
Stranraer	391	459	360	396	464	364	390	459	357	395	465	365
Belfast	2,001	2,178	2,664	2,133	2,317	2,885	1,861	1,835	2,035	2,335	2,378	3,007
Other Ports	3,752	3,586	8,635	6,074	6,015	13,540	2,763	2,888	5,276	5,742	5,690	13,069
TOTAL	15,180	15,363	24,684	26,103	26,245	45,074	14,462	14,557	23,079	25,552	25,583	45,632

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of April, 1967	5,356	3,102	2,402	700	5,071	3,037	2,305	732
	Month of April, 1968	5,527	3,349	2,768	581	5,331	3,173	2,619	554
	Four months ending April, 1967	21,306	12,921	10,074	2,846	20,353	12,492	9,633	2,859
	Four months ending April, 1968	21,414	12,907	10,636	2,271	20,722	12,614	10,414	2,200
In ballast:	Month of April, 1967	4,948	2,698	2,075	624	5,193	2,615	2,036	579
	Month of April, 1968	4,977	2,567	1,989	578	5,109	2,491	2,039	452
	Four months ending April, 1967	19,415	10,778	8,096	2,681	19 977	10,545	7,962	2,492
	Four months ending April, 1968	20,100	10,726	8,390	2,336	21,196	10,266	8,220	2,046
Coasting Trade – United Kingdom									
With cargo:	Month of April, 1967	6,099	3,645	2,878	767	5,597	3,472	2,682	790
	Month of April, 1968	6,362	3,980	3,313	667	5,974	3,685	3,065	620
	Four months ending April, 1967	24,328	15,180	11,995	3,184	22,615	14,462	11,176	3,286
	Four months ending April, 1968	24,684	15,363	12,805	2,558	23,079	14,557	12,154	2,403
In ballast:	Month of April, 1967	5,013	2,732	2,106	627	5,526	2,785	2,189	596
	Month of April, 1968	5,066	2,647	2,064	583	5,444	2,666	2,180	486
	Four months ending April, 1967	19,693	10,923	8,207	2,716	21,238	11,090	8,482	2,608
	Four months ending April, 1968	20,390	10,881	8,517	2,364	22,553	11,025	8,831	2,194

(a) Commonwealth and Irish Republic.

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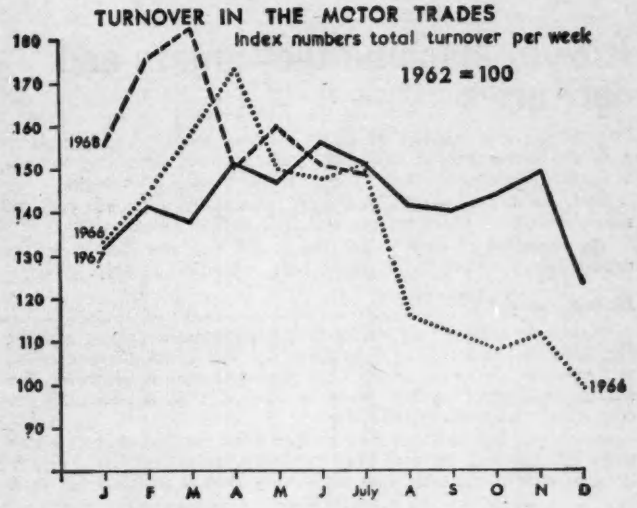
HMSO

Turnover of the motor trades in July

THE TOTAL turnover of the motor trades in July was 2 per cent less than in July, 1967. This is the third month since the March peak to show a decrease on a year earlier.

Sales of new vehicles, by value, were 14 per cent lower than in July last year; the sales figure was not only the lowest recorded so far this year, but also the lowest for any July since the series started in 1963. This dullness in new vehicle sales can be largely explained by the fact that the new registration letter year now commences on August 1, which probably induces car buyers to postpone their purchases till August. Sales of secondhand motor vehicles, not affected by this change, were by value only 6 per cent less than July last year; they even showed a small increase on June 1968, in contrast to the drop usually recorded between these two months in the past.

Sales of petrol, oil, etc., and receipts from servicing and repairs in July were 9 per cent higher than a year earlier, similar to the increase recorded last month, but well below the increases recorded in March, April and May, when demand for tyres and seat belts was high. The increased duty on petrol introduced in the Budget probably accounted for some of the 9 per cent increase in June and July; this is a substantially higher increase than the average recorded during 1967 and the early part of 1968.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	161(b)	172	154			156	176	183	150	160	151	149					
	1967	+7	—6	—3	+15	+30	—1	—2	—13	—12	—2	+4	+1	+22	+25	+33	+34	+24
	1968	+11(c)	+26	+1			+18	+24	+33	—1	+9	—3	—2					
Analysis of turnover: Sales of net motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	170(b)	204	148			185	209	214	136	165	144	130					
	1967	+7	—16	—10	+24	+72	—10	—10	—25	—29	—2	+5	—7	+47	+53	+74	+77	+66
	1968	+12(c)	+41	—7			+33	+39	+48	—15	+6	—11	—14					
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	149(b)	158	142			125	174	173	142	149	137	139					
	1967	+12	—8	—2	+37	+38	—6	—3	—12	—6	—7	+7	+15	+47	+54	+52	+47	+17
	1968	+7(c)	+27	—6			+19	+30	+31	—4	+4	—13	—6					
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	159(b)	151	164			144	147	160	165	161	164	171					
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968	+11(c)	+11	+12			+5	+8	+19	+15	+14	+9	+9					

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July 1968 turnover was the four weeks from June 30, 1968, to July 27, 1968; the corresponding period in 1967 was from July 2, 1967, to July 29, 1967.
(b) Index numbers for period January to July 1968.
(c) Percentage change for period January to July 1968 compared with the corresponding period of 1967.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Rise in machine tool orders and deliveries

DELIVERIES AND ORDERS of metal working machine tools rose in July above the level recorded in recent months, according to provisional* figures collected by the Ministry of Technology.

Both total and export deliveries, seasonally adjusted, reached record levels of £14.8 million and £6.2 million respectively.

The recorded net new orders rose to £14.4 million, due in part to orders taken during the machine tool exhibition in July.

Home markets

Seasonally adjusted deliveries to the home market show a slight rise in July, and the average level for the latest three months is 5 per cent above the level of the preceding period. However, the average level for the first seven months of 1968 is about 15 per cent below the average 1967 level.

Seasonally adjusted net new orders over the last three months show a 3 per cent increase over the preceding period. The average level of new home orders so far during 1968 is about 9 per cent higher than the very low average level recorded in 1967. With deliveries and new orders roughly in balance orders on hand have changed little in recent months.

Exports market

Export deliveries continue on the rising trend which started in the last quarter of 1967. A particularly high export consignment in July has caused average deliveries over the last three months to rise 12 per cent above the level of the preceding period, and the level for 1968 so far is over 20 per cent higher than in 1967.

Seasonally adjusted net new orders were also up in July, bringing the average level of new orders over the last three months 10 per cent above the level of the preceding period. The general level for 1968 is not so high as that reached in 1967. With export deliveries a little higher than new orders during 1968, orders on hand have fallen slightly since the beginning of the year.

* The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter*	32·9	12·7	20·2	94·4	42·7	51·7	34·0	12·2	21·8
3rd quarter									
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April*	10·0	4·0	6·0	93·8	42·6	51·2	10·5	3·3	7·2
May*	11·7	4·6	7·1	95·7	43·2	52·5	13·6	5·3	8·3
June*	11·2	4·1	7·1	94·4	42·7	51·7	9·9	3·6	6·3
July*	13·6	5·6	8·0	95·3	42·9	52·4	14·4	5·8	8·6
August									
September									
October									
November									
December									
July 1967 – June, 1968*	151·3	51·9	99·4	95·3	42·9	52·4	153·3	60·3	93·0
July, 1966 – June, 1967	154·4	46·0	108·4	93·2	34·4	58·8	135·8	49·2	86·6
Percentage change	−2	+13	−8	+2	+25	−11	+13	+23	+7

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders have been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·9	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	110·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter*	34·5	13·9	20·6	92·5	40·4	52·1	32·8	11·0	21·8
3rd quarter									
4th quarter									
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
October	13·1	3·4	9 7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1966 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April*	11·5	4·8	6·7	92·8	41·8	51·0	10·1	3·2	6·9
May*	11·4	4·6	6·8	94·2	41·6	52·6	12·8	4·4	8·4
June*	11·6	4·5	7·1	92·5	40·4	52·1	9·9	3·4	6·5
July*	14·8	6·2	8·6	90·8	39·6	57·2	13·1	5·4	7·7
August									
September									
October									
November									
December									
Average of the latest 3 months*	12·6	5·1	7·5	90·8	39·6	51·2	11·9	4·4	7·5
Average of the previous 3 months	11·7	4·6	7·1	92·8	41·8	51·0	11·3	4·0	7·3
Percentage change	+8	+12	+5	—2	—5	N/C	+5	+10	+ 3

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne. 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle. OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W Dunscombe, MBE. Cranbrook House, Cranbrook Street, Nottingham (Nottingham 46121 - Telex 37572).

EASTERN: Mr P L K Schwabe, MVO. Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (Waterloo 2345 - Telex 22737/8)

SOUTHERN: Mr. P T. Ede, Market Place House, Reading (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza. Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

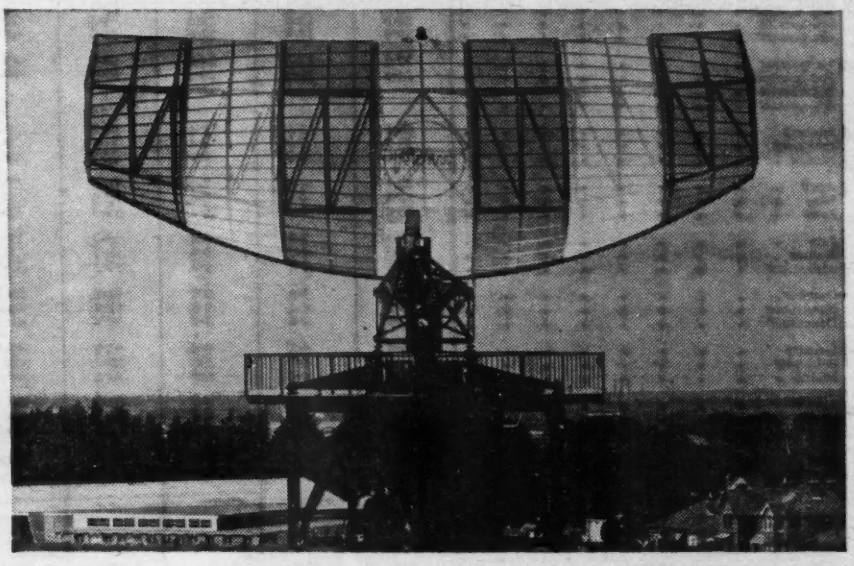
Exhibitions and Fairs

Big export orders announced at Farnborough

HEAVY RAIN AND FLOODS on September 16 marred the opening day of the 26th Farnborough Flying Display and Exhibition but, although the flying display was very substantially cut down, many visitors attended the exhibition of the industry's products and contracts worth several million pounds, mostly for export, were announced by British Aircraft Corporation, Hawker Siddeley Aviation, Elliott-Automation, Standard Telephones and Cables and other exhibiting firms. These justified the description by Mr. J. H. S. Green, President of the Society of British Aerospace Companies, organizers of the display. Mr. Green called aerospace 'a potent force in the drive for economic prosperity'. In a special message, Mr. Green said: 'Our 450 member companies confidently forecast record exports this year of well over £200 million, while our widely reported successes in overseas markets promise busy production lines supported by continuing high export figures well in the 1970's.'

'This Farnborough Display', continued Mr. Green, 'our "shop window" to which we will welcome over 11,000 guests from 120 countries apart from a public audience anticipated at over 200,000 will also evidence the progress and expansion of co-operative programmes forged by Britain internationally and particularly with its neighbour governments and industries of Europe, through such ambitious joint projects as the Anglo/French Concorde supersonic airliner, the Jaguar strike trainer, the European Airbus, helicopters and missiles. Such partnerships, in which the heavy investment is shared and initial markets established, can help to ensure that we will continue to build the complex and costly "new generation" aircraft, engines and missiles required for the 1970's.'

The Board of Trade stand was devoted to displaying the Mediator project (Mediator is the code name given to the plan to provide a computerized radar based air traffic service to all users of the airspace above 5,000 feet over the United Kingdom Flight Information Region) and was well attended throughout the opening day. Much of the equipment shown has a considerable export potential and there were numerous foreign visitors. By arrangement with Eurocontrol, whose own display formed part of the Board's stand, French and German interpreters were in attendance.



The Plessey AR-5, a completely new air surveillance radar designed for en-route and terminal area surveillance specifically to meet the increasingly heavy air traffic control requirements of the next decade. Plessey consider that the high performance of the AR-5, combined with its competitive price, will make it a valuable addition to the company's range of radar equipments for the world's markets. A model of the new radar is being exhibited at this year's Farnborough SBAC Show.

Lord Brown visits Brno fair

LORD BROWN, Minister of State, Board of Trade, left for Brno on September 13 to attend the opening of the 10th International Trade Fair on September 14.

The British participation at this event, supported by the Board of Trade under its joint venture scheme, involves three trade associations, The Scientific Instrument Manufacturers' Association, The Federation of Manufacturers of Construction Equipment and The Gauge and Tool Makers' Association, who between them are sponsoring over 40 firms at the fair. These firms are organized into three group presentations, covering a total area of 20,700 sq. ft. of exhibition space, in the specialized commodity sections of the fair.

This year is the 40th anniversary of the foundation of the Brno fairgrounds and the 10th anniversary of the International Trade Fair. Although 10 years is a relatively short period, the size and importance of this event has steadily grown, having increased in the number of exhibitors from 432 in 1958 to 1,463 in 1968. A record number of applications were received this year and in order to meet this continuing expansion, plans are already well under way for a new exhibition hall to be ready in 1970. The United Kingdom has been associated with this growth, having been one of the leading exhibitors at Brno each year, and during this time there has been a steady increase in Anglo-Czechoslovak trade.

An official information stand, part of which will be occupied by the BBC, will be situated in the Hall of Nations and will be manned by staff from the British Embassy and the Board of Trade.

Mr Dell to open British Shopping Week in Basle

MR. EDMUND DELL, Minister of State, Board of Trade, will visit Basle to open the British Shopping Week to be held there from September 20 to 28. The main ceremony will take place in the presence of Mr. H. A. F. Hohler, United Kingdom Ambassador to Switzerland, representatives of the street associations who organized the Shopping Week on their own initiative, and local dignitaries. This will be followed by a second opening ceremony in Klein-Basle – the area of the city north of the Rhine.

The number of stores participating in this spontaneous promotion of British goods, originally estimated at over 100, has been enlarged to include Basle's biggest department store, Rheinbruecke, as well as a number of stores outside the original area. A range of display material is being provided by the Board of Trade, in addition to flags and other street decorations.

The Board of Trade has helped the organizers to arrange a varied programme of supporting events. This will include performances by the band and drums of the Duke of Edinburgh's Royal Regiment, who are also giving a concert performance to an audience of some 4,000 in the buildings of the Swiss Industrial Fair; a fashion show arranged by a local importer of British furs; British films and book displays. Two British policemen and two policewomen will be in attendance throughout the Shopping Week, and a double-decker bus will carry passengers around the area.

On the evening of September 20, Mr. Dell will be host at a reception in the Drei Könige Hotel to which representatives of various aspects of public life in Basle will be invited. This will be followed by a gala performance of the documentary film 'Palaces of a Queen' at the Scala cinema.

Mr. Dell will visit stores in the area covered by the Shopping Week on Saturday morning before returning to London.

The British Shopping Week in Basle is organized by a local committee with the support of the Board of Trade, the British Embassy in Berne, the British Consulate in Basle and the BNEC Export Council for Europe.

Switzerland is a valuable market for British exporters, both in direct sales (imports from Britain were valued at more than £116 million in 1967 and should surpass £120 million in 1968) and as a test market. Surrounded by leading European manufacturers, the Swiss buyer is accustomed to the best products at the most competitive prices. Basle itself has a population of 238,000 with the highest per capita income in Switzerland. The standard of window dressing in the main shopping area is very high indeed. This is, therefore, a very good opportunity for British manufacturers to show their wares to the best advantage to a receptive but critical public.

Many engineering films are made by Vickers Ltd. This film shows a large diesel engine under construction in their Barrow works.

INDUSTRIAL FILMS AID EXPORTS

'The eyes have it'

by Tony Durant, Director of British Industrial and Scientific Film Association

'WE HAD A FILM ONCE, I think the copy is still in the boardroom.' A comment still sometimes heard when industrial film is discussed. Film is usually approached by industrial companies with considerable suspicion, either because the firm or organization is convinced that film is a very expensive means of communication, or it is too complicated, or it is just entertainment and of little value to the company.

Consider for a moment, however, the cost of film against press advertising. The cost of a full page advertisement for one day in a national newspaper is over £5,000 or, alternatively, the cost of delivery of a leaflet to 100,000 people which would be about £3,000, or again television advertising at an average rate of £2,000 per minute. Costs of film, when considered against these other media, become much more relevant. There are films in distribution doing a good effective job for their sponsors with budgets as low as £3,000 or even less.

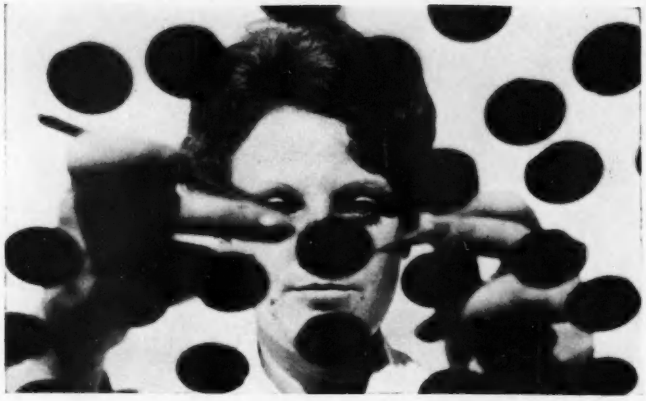
A large number of companies, organizations and nationalized industries are already using film successfully on a large scale for specific purposes such as selling, training, information and safety. The experience of all these organizations is that the use of visuals is the very best way to communicate any special message. They are aware that when using film they are putting across what they have to say to a captive audience, usually in a darkened room or, if on a back projection unit, to an already interested group of people and the message is absorbed.

The British Industrial and Scientific Film Association aims to promote the greater use of the right type of film with sufficiently high standards by industry, science, technology and in all aspects of national development. This exciting medium should be used as a vital tool of industry. A recent research project may need examining through the use of slow motion or time lapse film, a new technique may need putting across to a company's employees; film will do this quickly and simply. A company may wish to change or strengthen its current image; a film can assist with this. A construction company may want to teach the men on the building site the dangers of ignoring the most simple safety rules; a film can illustrate the dangers in a most vivid manner.

Film is being used more and more in the field of exports. BISFA, in conjunction with the Central Office of Information, is backing a campaign being sponsored by the *Financial Times* and the British National Export Council to show, through case histories, how companies have used film to sell their goods abroad. These symposia are being held every month, industry by industry. Two have already been held, one on heavy engineering and the other on consumer goods. These meetings have shown the great use film can be to a company representative abroad. After all, consider how impossible it is for a company representative to carry a diesel engine in his brief case, or even a range of his firm's products, but he can easily carry a small reel of film. It is always difficult to prove that a certain film in itself obtained a contract for a company, but there is no doubt that it has often paved the way and made selling easier.

BISFA was formed in 1967 with Government support out of an amalgamation of the former British Industrial Film Association (BIFA), the Scientific Film Association (SFA) and the British National Film Catalogue (BNFC). To the new association came the experience of all those using film in industry and science, together with the experience of the BNFC in film information. This has created an association which is of great value to all those using film in connection with their work. The greater use of film is the aim of the association; to achieve this the organization has three approaches. Firstly, it runs conferences, meetings and symposia, such as the export by film sessions already mentioned. Secondly, it examines films and their usefuless and publishes special guides, including reports from specialists who write these on each film in the form of an appraisal. Thirdly, festivals and competitions are run to push up standards. The prizes awarded have the effect of ensuring that companies are striving to have the best films

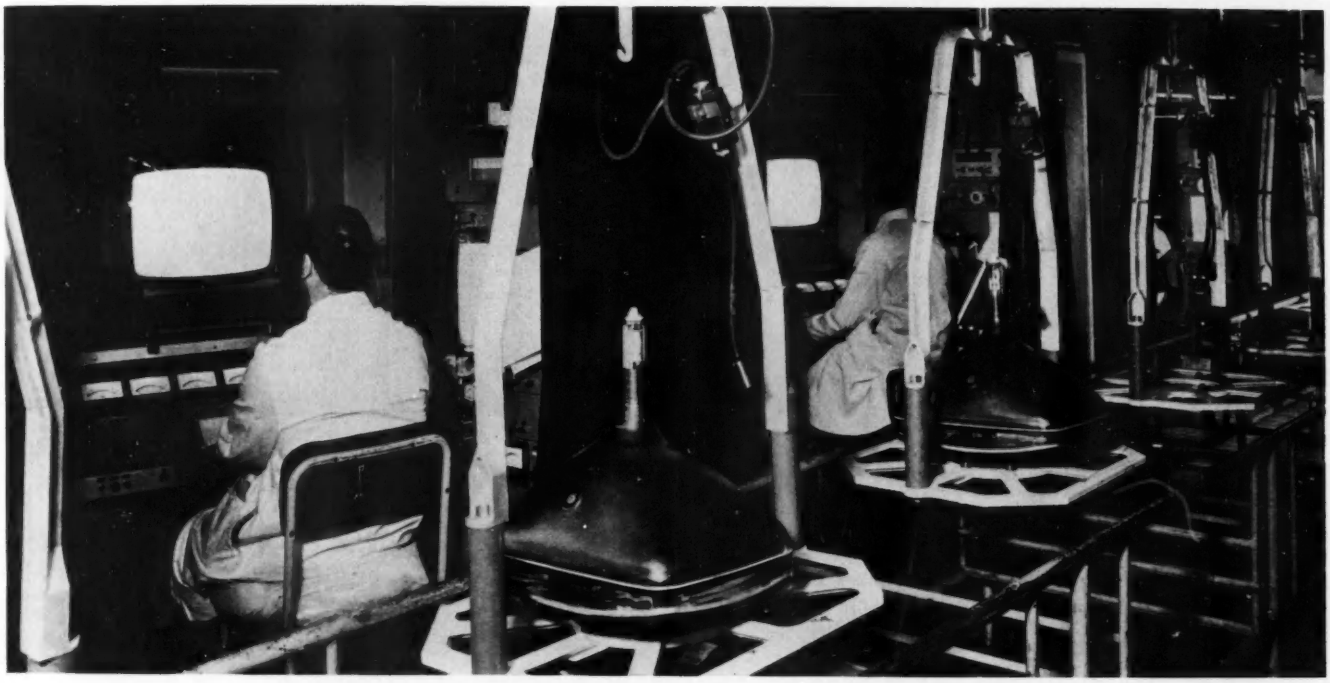
(Continued at foot of page iv)



Top: Scene from the Lucas film 'Alternator 15.' An operator handles the wafers of silicon which are processed into chips for use in the 'thick film' regulator which is incorporated in the new range of Lucas alternators.

Centre: Production of Mullard ColourScreen colour television picture tubes at Mullard Simonstone. Picture gives a general view of the final test booths where every ColourScreen tube is given a full performance test. In the foreground is part of the extensive conveyor system.

Bottom: Scene from 'The Princess and the Wonderful Weaver,' commissioned by the National Wool Textile Export Corporation with the support of the Board of Trade, Foreign Office and Commonwealth Office. The film gives an allegorical account of the pioneering of the British wool cloth industry.

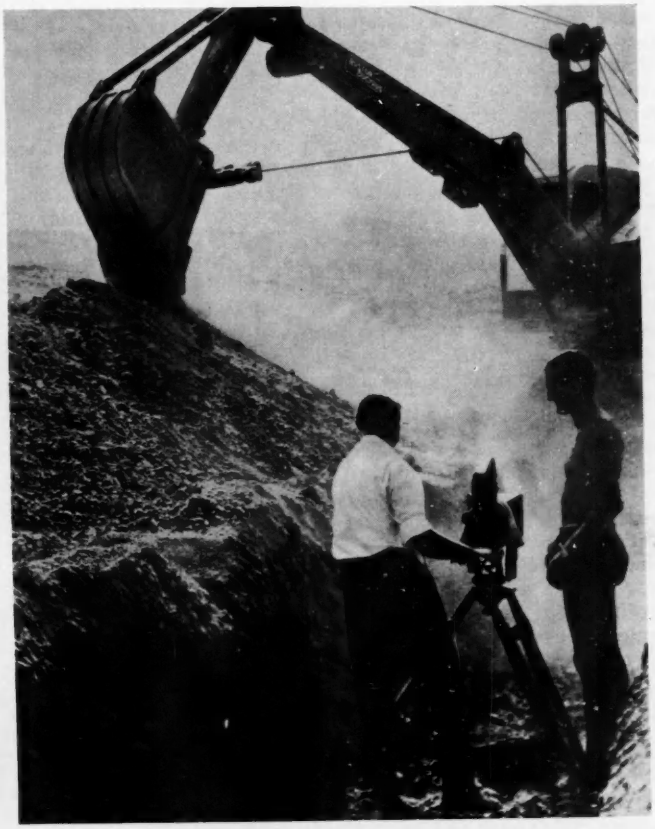


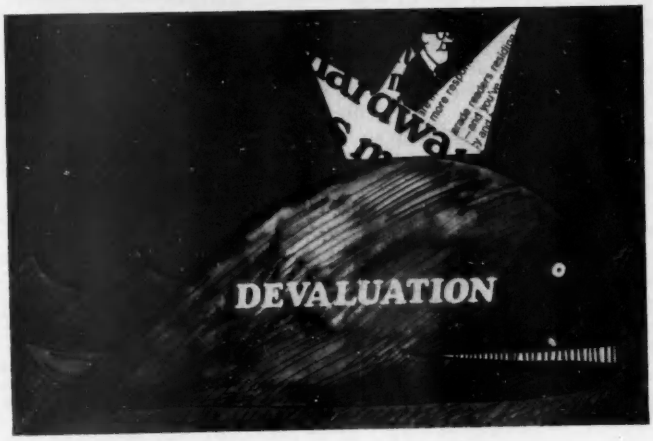
Top left: Mr. Don Thompson, European representative of the California-Arizona Citrus League (left), talks with Mr. Anthony Durant, director of BISFA, and Miss Elizabeth Ackroyd, director of the Consumer Council, who was in the chair at the second session of the Export by Film Group in July. Consumer products were featured at this meeting.

Centre left: The Medical Group of Vickers Ltd. have made a number of films featuring such advanced medical equipment as this linear accelerator and hyperbaric oxygen cylinder in use at a famous London hospital.

Bottom left: BNEC's *Small Boats* explains how small exporters can benefit from devaluation, by using humour mingled with hard facts.

Below: Awarded the British Industrial and Scientific Film Association prize for the film most likely to attract export sales in 1967, Constructors John Brown's *Algerian Pipeline* demonstrates a multi-million pound overseas project. Picture shows the camera crew at work on the film.





FILM SHOW FACILITIES OVERSEAS

The Central Office of Information produces its own films through commercial contractors and acquires overseas rights in general prestige films made by industrial concerns for their own use. In certain cases films are produced jointly by the COI and industry.

In the last 15 *years British industry has supplied almost* 2,000 *films to the COI for overseas distribution. Overseas audiences for the theatrical, TV and non-theatrical distribution of COI films numbers tens of millions annually.*

Private showings are arranged overseas by Trade Commissioners and Commercial Officers for audiences consisting of potential buyers of British goods.

Contact: *COI Regional Office* (*addresses on page* 733 *of September* 13 Journal), *or COI Head Office, Hercules Road, London, S.E.*1 (*Tel.* 01-928 2345; *Cinema and Television Magazines, Ext.* 581; *Acquisitions, Ext.* 770).

The pounds and sense of an export sales aid

by Norman C. B. Abbott, managing director, The Film Producers Guild Limited

TALKING ABOUT export sales promotion recently, Sir Derek Pritchard, chairman of the British National Export Council, said that not nearly enough overseas buyers were exposed to films about British industry and British industrial products. He said, 'I want to see at least another 500 small and medium British manufacturers adding industrial films to their export marketing strategy.'

Sir Derek practices what he preaches; for, to sell the smaller exporter on the opportunities arising from devaluation, he used two films which enabled him to appear at meetings of businessmen held simultaneously all over the country. Sir Derek-on-screen was able to develop his sales argument with just as much force, personality and persuasion as if he had been there in person.

Film is unique as a sales aid because it combines so many of the advantages of other sales media. Everyone selling capital goods knows how difficult it is to present ideas convincingly without showing the products and their advantages. A film about the products will do just this, and with the added advantage of objectivity. It will show the product in use by customers, the process of its manufacture, the means by which its quality and performance are achieved – and deliveries and after sales service assured. Short of visiting the manufacturer's and his customers' plants – how else could a potential customer obtain all this vital information? And in no other way could he absorb the information so quickly.

My company is credited with producing more films for industry than any other in the world, and we have been in Britain's export league ourselves for many years. By experience we've learned that to make really effective export films we had to develop a clear, penetrating understanding of each client's marketing problem before we could present his case in a really convincing way to meet particular customers' needs, whether they were international financiers or farmers in an emergent country. And control of the means of showing films to potential customers is just as important as the way information is presented on film.

An international association of distribution agents has developed a remarkable system of reaching 500 million potential buyers of British products and services. The British member, Sound Services Limited, operates Europe's largest industrial film library and is the only one in the world to be fully computer controlled. Special facilities have been created to enable the exporter plan a sales campaign using film in over eighteen countries, without leaving his office, confident that when his representatives go abroad, all arrangements for the sales presentations will have been made in advance. The same service, down to the glass of water on the speaker's table, also ensures reliable and professional presentation of any form of visual aid at exhibitions and conferences in most parts of the world.

The exporter of consumer products to mass markets faces different problems from the capital goods exporter – and film can help him too. A good example is the California-Arizona Citrus League who are set upon recapturing the European market for United States citrus fruits, lost through post-war dollar shortages. At a total campaign cost of 4 cents a head, over 5 million domestic science teachers and their pupils in 11 European countries will see a 20 minutes film and be given lavishly illustrated recipe books – all calculated to make them demand United States citrus fruits in Europe's supermarkets and shops.

Budgeting for films can be difficult, until it is realized that the cost includes the three basic elements common to all media – market and subject research, production costs and distribution costs. But too close a comparison with advertising is like comparing apples with oranges. Nevertheless, the sales manager faced with spending £20,000 on a film campaign may ask himself if it would reap the same results as £20,000 worth of well-placed advertising. As a marketing man I know that when you invest money in advertising space the investment is gone once the issue of the newspaper or journal is out of date. But you can keep on using a film for as many years as the product is available – and a film can be up-dated to keep pace with technical and market developments. In this way, costs can be amortized over several years.

The disturbing thing is that our foreign competitors seem to be making extremely effective use of film in the United Kingdom, and this must be a pointer to the extent of their activities in our overseas markets. In London last month, foreign firms used films at trade meetings and press conferences to introduce perfumery oils, building products, precision engineering, dock and harbour facilities, automotive products, press advertising, heavy engineering and chemicals. To cite just two of our overseas competitors – IMI, the giant Japanese shipbuilder, commissions a sales film about every ship leaving their yards, and BASF, the German plastics firm, uses 42 different films which were shown at 23,106 screenings in 1967.

No wonder the British National Export Council urges greater use of this valuable and effective sales aid!

'THE EYES HAVE IT', *continued*

made for their purposes. A system of judging is evolved to view all the films entered, over 150, to arrive at a shortlist of 25 to 30, the best. These are then shown at a two-day event, usually in London, which gives an opportunity for all those in film production and sponsorship to see and gain ideas, values and techniques. It is a fact that after this year's festival one film immediately went back to their production company and asked for changes in their next film, a practical result of the event in the constant striving for higher standards.

The British National Film Catalogue, published by BISFA, lists all the 1,000 or so films which appear every year, available for borrowing or hiring. This publication appears six times a year with a bound volume combining the six bi-monthly issues early in the following year. It is a most valuable reference book to anyone who uses film. Subscribers to the catalogue include libraries, teaching hospitals, films, schools and universities in addition to those in the specialized film industry. The association has created out of the catalogue an information service for members on all aspects of film work.

The scope of the subjects covered by film make it necessary for those dealing in the same field to get together to exchange experience and knowledge on the use of the medium in their particular sphere. BISFA is very aware of this and has therefore organized what are known as group activities. These at the moment are building, medicine, education, chemistry, management training and research. This latter group deals with the techniques and applications of film throughout the research side of industry and science, high-speed photography observations of phenomena, the use of lasers, holograms, etc. The group runs a widely recognized conference every spring at the National Physical Laboratory.

Film is wide in its uses, efficient in its presentation, communicates extremely effectively and creates a permanent record. If your company is considering film do get in touch with me at BISFA headquarters at 193-197 Regent Street, W.1 and we can help you. A small subscription to us might save your company money and possibly get you better results. Research is vital before you start. Get your aims right, decide what you are trying to do, work on the preliminaries hard, select your film production company carefully, give them a good brief, work with them and argue the points before a single foot of film is shot. A good company will help you all the way, but be clear yourselves what you want, then when the shooting starts let the producers get on with the job. Imagine how your home would look if you had changed the plans just after the roof was put on. Film is very much the same.

British commercial motor industry enters new phase of export expansion

—Sir George Harriman, CBE

THE INTERNATIONAL Commercial Motor Show moved into Earls Court, London, today (Friday) and for the next eight days the 'workhorses of the roads' ranging from light electric delivery trucks to desert 'road trains' will be lined up side by side for minute scrutiny by the men who buy, and those who are just plain fascinated. The show, which closes on September 28, was opened by Mr. Desmond Plummer, leader of the Greater London Council.

The 1968 exhibition – it is held every second year only – has vehicles from 24 British manufacturers and the best offerings from seven other companies in The Federal Republic of Germany, Italy and Sweden, occupy 300,000 square feet of display space.

Earls Court is far from a static display. The demonstration park is always alive with activity and a vital link between salesman and buyer. Here trucks, buses, tippers, coaches and many other vehicles can be put through their paces for the benefit of potential customers from Britain and abroad. Visits to the demonstration park can be arranged by calling at the stand showing the vehicle in which a buyer is particularly interested.

The Commercial Motor Show is claimed to be the world's largest enclosed display of commercial road transport in all its guises. . . 'the shop window for a huge and vital industry'. The 1966 attendance of more than 95,000 reflects the enormous attraction the shows holds.

Speaking at the pre-show press conference on September 11, Sir George Harriman, president of the Society of Motor Manufacturers and Traders and chairman of the British Leyland Motor Corporation, said 'Britain's commercial vehicle industry is the world's foremost supplier of industrial motorized road transport – the value of its exports exceed that of any other manufacturing country.

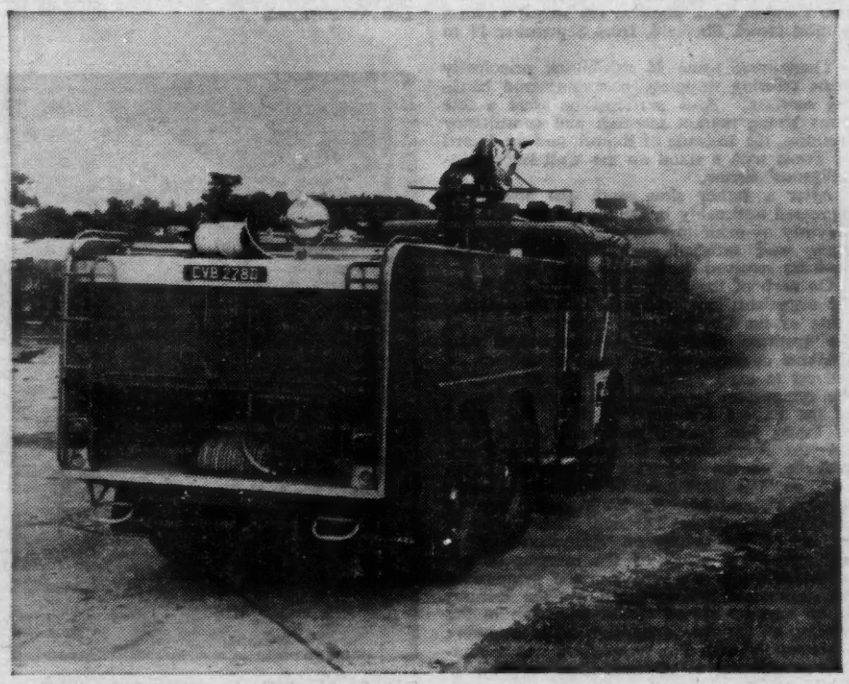
'Right now this side of the British motor industry is entering into a new phase of expansion with mounting order books (we are expecting that the volume of our exports in 1968 will exceed that of 1967 by about 10 per cent) and a progressively widening network of overseas sales, assembly and servicing investments.

'And how tremendously important is the motor industry to our balance of payments; this year it hopes to export vehicles and other motor products to somewhere near the £1,000 million mark.'

Continuing, Sir George said that the show would be the place for the world premiere viewing of far-reaching developments, not only to those who lived with the industry and the motor trade, but to everyone who was intrigued by the advance of science.

A major British manufacturer was showing for the first time a prototype all-British gas turbine road tractor. 'It is designed to operate at around 70 miles per hour with a 38 tons gross train weight combining suitability for transcontinental or long motorway haulage with the flexibility required in town operation,' he said. 'And it is a British engineer who developed another research prototype gas turbine engine which is to have its European debut at Earls Court. The engine is currently undergoing trials as the power unit in a vehicle in the United States.'

He said that the growing accent on containers and their transport by road would be fully in evidence on the stands, and there were at least 30 exhibitors of such equipment in the bodywork and trailer section as well as many more displaying their components on the first floor. The show itself would accommodate some 455 vehicles including 96 trailers. Of that total about 425 would be British, while the balance was made up of representative units from West Germany, Italy and Sweden.



This airfield fire appliance will be seen for the first time in the United Kingdom at both the Farnborough Air Show and the International Commercial Motor Show. Constructed on a Thornycroft Nubian Major six-wheel drive cross-country chassis by Carmichael & Sons (Worcester) Ltd., the appliance features a specially-designed monitor or turret which will project foam or water over 200 ft. The 60 m.p.h. top-speed appliance, designed by Carmichael's in consultation with the Board of Trade, will be manned by a four-man team and can deliver up to 12,000 gallons of foam in under two minutes. Foam can be produced at maximum levels of range and output whilst the appliance moves at reduced speed around an aircraft accident.

Another Festival of London Stores for 1969

ANNOUNCING the dates for next year's Festival of London Stores – May 26 to June 7, 1969 – the organizing committee said that there had been a marked increase in retail trade during the first festival. Store directors were quoted as saying that trading figures were up 20 per cent to 25 per cent and had been rising ever since; there was 'a colossal tourist spending spree', exports were up and the feeling was that both would increase enormously with the next festival.

Plans are already under way to encourage visitors to come to London for the festival. Each store will present its own individual promotions, which will include fashion shows, demonstrations, exhibitions, homecraft displays, food and wine tastings and visits of well-known personalities.

The 1969 Festival of London Stores will be again sponsored by the *Evening News* and the *Evening Standard.*

'Opportunity Scotland' exhibition planned

OPPORTUNITIES in Scotland for young people will be the theme of a major exhibition planned to take place in Glasgow from May 21 to June 6, 1970. The exhibition 'Opportunity Scotland' would be sponsored by the Scottish Council (Development and Industry) and organized by Scottish Industries Exhibitions (Home and Overseas) Ltd.

'There have been great changes in Scotland in the past few years,' said Lord Clydesmuir, chairman of the Scottish Council, when he announced the proposed exhibition. 'Far too many young people, and their parents, are unaware of these changes and of the opportunities that they present. We want to focus attention on the great variety of careers that exist right here in Scotland.'

Invitations to take part in the exhibition have been sent to 4,000 concerns in Scotland, including industrial and commercial firms, nationalised industries, Government departments, municipal authorities, financial institutions, and professional and educational interests. Exhibitors will be asked to demonstrate their aims and achievements, their products and processes, their techniques and training programmes.

Northern Exporting Exhibition at Sheffield

THE NORTHERN Exporting Exhibition, the first export services exhibition to be organized outside London, took place at the Royal Victoria Station Hotel, Sheffield, from September 11 to 13.

There were some 36 exhibitors, principally firms offering shipping, packaging and banking services. Also participating were a few firms giving market research and consultancy facilities, the Institute of Export, and the Board of Trade with a stand on the 'Call Export Intelligence' theme.

After a rather slow start, the attendance increased noticeably in the second day and the majority of exhibitors expressed themselves as being well satisfied with the inquiries and business received during the exhibition.

On each of the three days of the exhibition the organizers had arranged, with the co-operation of the Sheffield and District Branch of the Institute of Export, a symposium with speakers covering a wide range of subjects of interest to exporters. Amongst the speakers at the symposium were Mr. H. Birtles, director of the Export Services Branch of the Board of Trade, who gave a paper on 'Government Services Available to Exporters', Mr. J. G. Wakelin of the Delaware River Port Authority on 'The Economics of Transportation in the USA', and Mr. K. Wainwright, director of studies, Marketing Division, High Wycombe College of Technology on 'Education for Exporting'. As a result of the number of advance bookings received for the symposium the organizers had arranged for the lectures to be seen on closed circuit television in the smaller of the two exhibition halls. Running concurrently with the symposium was a non-stop programme of 10 short films supplied by exhibitors.

The exhibition was opened by Mr. H. B. Jackson, chairman of the Institute of Export, and was organized by Planned Exhibitions Ltd., of Sheffield.

The Board of Trade stand at the Northern Exporting Exhibition, Sheffield,

CWS launch export collection of menswear

A NUMBER of leading American menswear buyers attended the House of Commons on September 10 for the launching of a new export collection of young executive menswear by the Co-operative Wholesale Society.

The collection, to be known as 'CWS Men's Wear', has been designed by the Cecil Gee Design Group. It is CWS's first fashion export enterprise, and will be shown to American buyers next month at the NAMSB Convention in New York.

The reception was held under the auspices of Mr. Norman Haseldine, Private Parliamentary Secretary to the Minister of Power.

British group at New York Premium Show

WITH seven months still to go to the opening date, 17 British companies have agreed to exhibit at the 1969 New York Premium Show (April 21 to 24, 1969, at the New York Coliseum) under the Board of Trade joint venture scheme.

Marketing Exhibitions Ltd., United Kingdom agents for the show, have secured an increased space option of 28 booths in anticipation of further applications to join the group, which is sponsored by the British Premium Manufacturers' Association. At the time of going to press, only 10 booths remain available, and companies wishing to participate in the group (which is open to non-members of the BPMA) should apply as soon as possible to: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

The 1968 New York Premium Show (the 30th) attracted 16,519 premium buyers, and there were 100,000 products from 900 companies on display. The 1969 show will occupy all 300,000 sq. ft. of the Coliseum.

New York Pet Industry Show—a valuable opportunity for UK manufacturers

A report from the British Consulate-General, New York

FOR THE SECOND YEAR in succession British pet supply manufacturers exhibited as a group at the National Association of the Pet Industry Trade Show in New York from September 6 to 8. The British exhibit, sponsored by the Board of Trade and the British Pet Trade Fair Founders Club, was the only national exhibit at the show held in the New Yorker Hotel and as such was a major attraction for the estimated 2,500 visitors. Attendance at the show is limited to importers, wholesalers and retailers in pet supplies and thus it is a valuable shop window for British manufacturers wishing to export to this wealthy, but highly competitive, market.

As with the United Kingdom, the United States market for pet supplies has seen tremendous expansion over the last decade. Apart from pet food manufacturers, the majority of United Kingdom producing companies are modest in size and have a short history of operation. Experience in marketing in the United States is also limited and thus this show is largely used to evaluate potential for products and to secure contacts in the United States. Of the 10 British exhibitors in this year's joint venture, four took part in the show last year, and for two other companies it was their first-ever visit to the United States. Two of the British exhibitors were manufacturers of dog and cat foods, and two others were showing aquaria, all of which were in plastic. Other British exhibitors showed dog leads and harnesses, dog coats and cat scratching posts and wild bird feeding devices and food. In addition to products in the joint venture exhibition, British goods were displayed by United States distributors for other United Kingdom manufacturers. These goods included rubber play toys, dog foods and a complete range of leather leads, collars and harnesses.

Imported products from Japan, Germany and Denmark were also on display, either on the stands of their manufacturers or United States distributors.

The United States market for pet supplies is currently estimated to be worth $2,000 million at retail prices and to be expanding at a rate of between 10 and 15 per cent per annum. Sales of dog and cat foods are worth $810 million, about 40 per cent of the total. Formerly, bird foods and accessories held a major share of the total market, but with increases in discretionary expenditure, urbanization and the number of young families, there has been a large growth in the dog and cat population of the United States and supplies for these animals now account for over 60 per cent of the total market.

British manufacturers can very often compete on better than equal terms with domestic producers. British pet supplies have a reputation for quality and their prices are competitive. The British leather workers, for instance, are said to be the only people able to produce quality plaited goods. However, some United States importers and retailers are reluctant to handle British items because of previous experience of delays in deliveries. If a United Kingdom manufacturer can guarantee production on a scale to meet United States demand and his products are competitive, this show affords an excellent opportunity to break into a most rewarding market.

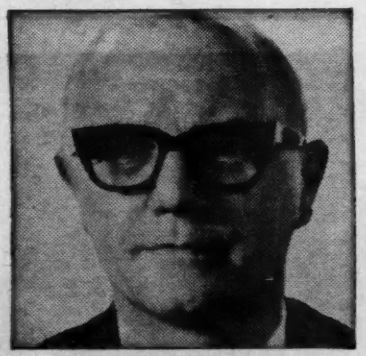
$50,000 worth of British craft produced toys for New York

DURING OCTOBER some $50,000 worth of toys designed and manufactured by British craftsmen will go on sale in New York in a special British Toy Fair promotion at the leading Fifth Avenue store of Georg Jensen Inc. Nearly all the toys selected by Jensen are made by designer-craftsmen who either have only small staffs or produce their work entirely themselves. The first exhibition is to last two weeks, but the store expects that the exceptionally high standards of imagination, design and quality shown in these toys will lead to continuing business between Georg Jensen and the British manufacturers. The exhibition will launch a new and permanent department at Jensen for modern and educational toys.

The Jensen promotion has been organized through the Council of Industrial Design, which arranged a special display of well-designed craft-produced toys at The Design Centre for Mr. Stig Skoglund, a buyer for Jensen's, when he visited Britain last March.

Midland Bank's Mr. Cryer will be at your service in Stockholm during the British Week

September 27—October 5, 1968



The Midland Bank's specialised services for overseas traders will be available in Stockholm during the period of the British Week.

Any help or advice required during this time in connection with international trade will be given gladly by our representative, Mr. P. F. Cryer, a member of the Central Management of our Overseas Branch, London.

He can be contacted at the Hotel Stockholm, Norrmalmstorg, Stockholm (tel. 221320).

If you expect to be in Stockholm and we can be of assistance *before* you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (tel. 01-606 9944) or through any of our 2,700 branches in England and Wales.

Midland Bank

Expert aid for export trade

'Undoubted success' for UK exhibitors at Cologne two-wheeler show

A report from the British Embassy, Bonn

THE THIRD biennial Cologne International Cycle and Motor Cycle Exhibition (IFMA) held from October 7-10 firmly established the position of the event as the European leader in its field.

This mecca of the two-wheeler industry and its fans (it is one of the few Cologne fairs open to the public) attracted 39,250 trade and other visitors, including 2,840 foreign visitors from 42 countries. There was a notable increase in the number of North American buyers from which British exhibitors benefited considerably.

This year's IFMA was held for the first time in the new hall 13 of the Cologne fairground, with a gross floor area of 323,000 square feet and a net stand area of 185,000 square feet. In addition, a further 75,000 square feet of open air space was used for demonstration purposes. The growing importance of IFMA is illustrated by the fact that the exhibition attracted 213 direct exhibitors plus 74 represented firms, compared with 194 direct exhibitors and 93 represented firms in 1966. The number of foreign exhibitors rose from 194 direct exhibitors plus 93 represented firms in 1966 to 213 exhibitors from 17 countries and 74 represented firms this year.

The United Kingdom, with 14 direct exhibitors, provided the third largest foreign contingent of exhibitors, being headed only by France and the Netherlands. Ten British firms exhibited on a joint venture stand organized by the British Cycle and Motor Cycle Industries Federation Ltd., in conjunction with the Board of Trade. British goods on display ranged from heavy motor cycles over accessories and clothing to toy scooters. The Britsih stand was a hive of activity throughout the Fair, and at the close all exhibitors were able to express their complete satisfaction with their participation.

British motor cycle manufacturers stated unequivocally that for them IFMA is the best event of its kind in the world. Former international motor cyclist Bob Manns on the Norton Villiers stand forecast a resurgence of German interest in large motor cycles in a market at present dominated by small-engined machines. His firm's new commando model which has the revolutionary rubber-mounted engine attracted widespread interest.

Since they first exhibited at Cologne four years ago, Bluemel Brothers Ltd.'s world-wide export sales have increased by 300 per cent. This firm was delighed with the number of American buyers who visited their stand at IFMA, which for them has surpassed the Milan exhibition in importance.

Belstaff Manufacturing Co. Ltd., reported a good response to their new designs in motor cyclists' clothing, and the firm were able to open new accounts in Denmark, Holland, Switzerland, France and Belgium.

Sales of British motor cycle protective footwear and clothing generally were particularly good to Common Market buyers, despite an EEC external tariff barrier of 18 per cent, which amply illustrates the superior quality and design and price competitiveness of this branch of the British industry.

Learning from previous IFMA's, Godfrey's (Hull) Ltd., designed motor cyclists' boots to European requirements which found ready customers from EEC and EFTA countries.

For British exhibitors, IFMA was an undoubted success, and all expressed their intention of exhibiting again in 1970. The successes they achieved proved without doubt that there is a substantial world-wide market potential for high quality cycles, motor cycles, accessories and clothing and the IFMA is an event of unrivalled international importance which no export-minded British manufacturer can afford to ignore.

Export progress by the Merrydown Wine Company interested Mr. S. G. Jobson, Board of Trade assistant regional controller, London and South-East, when he visited the Sussex winery's stand at the Franco-British Exhibition, Brighton (September 7 to 15). Left is Mr. Ian Howie, joint managing director. At right is marketing manager Mr. Richard Purdey. In the first four months of this year Merrydown's exports shot up by 63 per cent, the most notable advances being in shipments to the United States West Coast. Fifty-six countries now import Merrydown fruit wines.

Good business at Düsseldorf Hi-Fidelity Exhibition

A report from the British Consulate-General, Düsseldorf

THE FIRST International Hi-Fidelity Exhibition to be held in Düsseldorf got off to an excellent start on the opening day on August 30. This Exhibition was an international shop window for hi-fidelity amplifiers, f.m. tuners, transcription decks, loudspeakers, styli and cartridges of all types, together with comprehensive ranges of accessories such as mixers, stereo headsets, remote control cables, etc. The Exhibition was open to the public as well as to the trade which resulted in excellent attendance figures especially on the Saturday and Sunday, despite adverse weather conditions. The public interest, of course, came from the teenage and early twenties age group – the end users for many of the products on show.

The total number of exhibitors was 124, who occupied Hall D1, C1 and C2 of the Düsseldorf Exhibition Grounds. A salient point of this Exhibition was the fact that almost two-thirds of the total number of exhibitors were from countries outside Germany, i.e. 72 foreign firms as against 52 German companies. Great Britain with 21 exhibitors was the largest foreign participant followed by the United States with 20 firms, Japan 15, Denmark 4, Switzerland 4, Austria 2, France 2 and Belgium, Italy, Norway and Sweden with one firm each.

A group of 16 British manufacturers under the sponsorship of the Federation of British Audio participated in a joint venture with the assistance of the Board of Trade, the Central Office of Information and the Commercial Section of the British Consulate-General in Düsseldorf. These British companies were grouped together in Hall D on a well-designed functional stand which allowed ease of access and plenty of scope for the display of the companies' products. The individual stands were provided with demonstration studios which were of a reasonable acoustic standard and in most cases were adequate for demonstration purposes. The total number of visitors to the Fair was 32,000, of which a high percentage were from countries outside Germany. This was illustrated by reports from United Kingdom exhibitors of inquiries from every country in Western Europe, some from North Africa and some from the Far East. Official visitors to the British stands included the Oberbürgermeister of Düsseldorf, Herr Willy Becker, HM Consul-General in Düsseldorf, Mr. J. M. Fisher and Mr. C. W. Blackman, HM Consul (Commercial). On August 30, Mr. Eisher gave a cocktail party for the British exhibitors which gave them an opportunity of meeting German trade and press representatives.

As far as the British exhibitors were concerned, this Fair was very successful from the business point of view. Firm orders taken at the Fair by only seven of the British participants were valued at £90,000 and there is every reason to believe that the remaining companies were equally successful. Two companies further assessed their follow-up potential over the next 12 months at £130,000. British companies reported keen interest in all the equipment they had on display and were astonished at the large attendance figures, considering that this was the first exhibition of its kind to be held in Düsseldorf.

The success achieved by the British companies at this Exhibition indicates that British high-fidelity audio equipment is second to none and that in the fields of technical developments, design and price our products are much sought after by the discerning international hi-fi enthusiast. The date for the next Düsseldorf Hi-Fi Exhibition has not yet been determined, but will probably be 1970. The British hi-fi industry will undoubtedly want to take the opportunity of following up the success achieved this year by an even stronger participation at the next event.

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Over 1,000 UK firms to participate in Board of Trade sponsored fairs

IN THE remaining three months of 1968, the Board of Trade will be supporting the organization of collective displays of British goods at 54 trade fairs in 18 countries, involving over 1,000 British firms and sponsored by 41 trade associations.

The United States, the German Federal Republic and France are prominent in the list of countries where these promotions will take place, with 16, eight and six events respectively. Many of the displays are being held at specialized exhibitions. Among the products covered are: plastics, chemicals, textiles, machine tools, men's and women's wear, furniture and electronic components. A wide range of machinery and equipment used by the engineering, automation and instrumentation, construction, packaging, printing and agricultural industries will also be displayed. In addition there will be group participations at the International Food Exhibition, Paris, the International Book Fair, Belgrade, the International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture, and the International Fair for the Child, both in Cologne, the 3rd International Antiquarian Book Show, Amsterdam, the Interior Design Show, Toronto, and the International Philatelic Exhibition, Mexico City. Sportswear and fashion, including footwear, are particularly well represented during this period with promotions being staged in such commercial centres as Vienna, Cologne, Munich, Düsseldorf, Montreal, Chicago, Dallas, New York and Paris.

Under the joint venture scheme which is now familiar to most trade associations, the Board of Trade supports both the small firm and the large industrial organization. The increasing number of United Kingdom participants in Board of Trade joint ventures emphazies that overseas trade fairs are an effective method of achieving new business.

Note:

The next detailed programme of overseas trade promotions will be published in the *Board of Trade Journal* on November 1, 1968.

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KOREA TRADE FAIR

SEOUL, KOREA

SEPT. 9th - OCT 20th, 1968

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KOTRA

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KOREA TRADE PROMOTION CORPORATION

Triumph House, 189 Regent Street, London, W.1.
Tel.: 01-734 6909

In order to take part in the Container Services Exhibition in Baltimore, Lansing Bagnall trucks are themselves travelling by container. Mr. E. G. Bravery (sales liaison) will meet up again with the trucks in Baltimore and assist the company's agents in America during the exhibition (October 28 to November 1).

A busy scene in the British section of the National Trade Show of the Pet Industry, New York. (See report on page 780.)

Building equipment at Malmo

A report from the British Consulate, Malmo

SEVEN British firms participated in a joint venture sponsored by the Board of Trade and the Building Materials Export Group in the special Building Section ('BYGGMA II') of the International Scania Trade Fair in Malmö, Sweden.

The Scania Trade Fair itself has been held annually in Malmö since 1919, and special attention was given this year to the fact that this was the 50th 'jubilee' event. It was held from August 16-25, and opened by His Majesty King Gustaf Adolf of Sweden. The Commercial Counsellor in Stockholm, Mr. K. E. Mackenzie, attended the exhibition on the opening day accompanied by Mr. R. F. G. Taylor, British Consul at Malmö.

'BYGGMA II', a specialized exhibition within the Fair as a whole, was devoted entirely to products, equipment and machinery for the building industry, as well as a wide range of ancillary equipment for home use, including garden machines, garden furniture and ornaments, swimming pools, etc., and was the second of its kind, the first being held in 1966. It was concentrated in a part of the exhibition grounds, 4,800 sq. metres being taken up indoors and approximately 10,000 sq. metres outdoors. The British combined stand was in the large Municipal Sports Hall.

The Scania Trade Fair itself is primarily a consumer goods exhibition having a fairly wide appeal to the general public and it has, since the inauguration of the new exhibition halls in 1964, acquired a rather more international character and actively encourages overseas firms to participate. There is no specialized building exhibition held anywhere in Sweden apart from the permanent 'building centres' in the major cities, and this special 'fair with a fair', now held for the second time in Malmö, may well prove in time to be the initiative for a separate and independently arranged trade fair for the building industry only.

A total of 600 firms participated this year at the Scania Trade Fair, representing 17 different countries, and about 435 different products. Of these firms 217 exhibited in 'BYGGMA II', the majority being Swedish, but there were also about 50 overseas firms, mainly from the Federal Republic of Germany, the United Kingdom, United States, the Netherlands, Poland, and other European and Scandinavian countries, who with the exception of the United Kingdom and Poland, were mostly represented by their agents and distributors.

The Exhibition opened on a Friday, but as far as 'BYGGMA II' is concerned active visitors were fairly sparse during the first three days. The products being shown by the British participants in the joint venture were rather specialized and included industrial heat generators and domestic fan convected heaters, special stairtreads, decorative laminates, doors and shutters, non-combustible asbestos products, industrial electric drills and sanders, and vinyl embossed floor coverings. During the following weekdays, however, trade inquiries started to come in and except for a further lull during the following weekend most of the firms agreed that by Saturday useful contacts had been established and that there was a good chance of these inquiries leading to future business. One firm, who were not yet represented in Sweden, and who were exhibiting doors and shutters, had sales inquiries amounting to about £120,000.

Generally speaking, the quality of exhibits throughout the exhibition was high and the presentation good. 139,000 people visited the Fair, but as no breakdown was given it is difficult to say how many of them could be classified as genuine building industry visitors.

Up-to-date postal machinery at Stockholm British Week

SWEDISH COLLECTORS are being given a rare opportunity to buy the full range of British stamps issued during the past year when they come on sale at the Swedish Postal Museum, Lille Nygaten 6, next month.

The Museum is staging a British postal exhibition during the British Week (September 26 to October 5). Stamps on sale will include those depicting this year's anniversaries held in Britain – such as the centenary of the Trades Union Congress and the 50th anniversary of the Royal Air Force – and the paintings issue; special Christmas stamps; an issue depicting Britain's most famous bridges; and all new definitive stamps issued this year.

The exhibition itself will cover the history of the British postal services, which go back some 300 years, and will include the first stamps issued in the reign of Queen Victoria. The postman's uniform from the earliest days until the present will be shown, together with a potted history of the General Post Office.

But although the past will be highlighted, emphasis is being placed on the new developments which have taken place in Britain's Post Office during the last few years. Several models of Britain's latest postal sorting machinery, which has been exported to more than 14 countries, will be on show.

These include a segregator which separates letters from packets; and ALF, the automatic letter facer which not only turns letters so that they are facing the same way but also sees that the stamps are in the correct corner, form of address, and two sorting machines one of which operates at high-speed and deals with 20,000 letters per hour, placing them in 24 groups, and the other which deals with 7,000 letters an hour in 144 groups.

The Earl of Snowdon will visit Stockholm from September 23 to 26 to attend the opening of an exhibition called 'British Contract Design' which has been organized by the Council of Industrial Design's Design Export Group at KF Interiör.

Mr. Jack McWhor (right), an inspector of agencies for the European market of John Dewar & Sons, the Scotch whisky distillers, is presented with a gold medal and diploma at the Leipzig Fair by Herr Rudolf Muller, the first deputy president of the East German Office for the Measurement and Assessment of Products. Dewar's were exhibiting for the first time at Leipzig.

'Build British' at South African Building Exhibition

A report from the British Consulate-General, Johannesburg

Officiating at the opening ceremony of the British section of the South African Building Exhibition, Johannesburg, left to right: Mr. J. E. Marnham, HM Consul-General, Johannesburg; Mr. C. J. Coleman, chairman of the Building Export Group; Mr. R. A. Farquharson, Deputy Consul-General and Director of Trade Development, Johannesburg; Mr. W. R. Stephens, president of the Johannesburg Chamber of Commerce. The British stand at the exhibition was the only national one.

HEAVY BRITISH participation was the outstanding feature of the 1968 South African Building Exhibition from August 21 to 29 in Johannesburg – the first of its kind. Organized by Building Trades Exhibition South Africa (Pty) Limited in association with International Building Exhibition and Building Trades Exhibition Limited, London, it took place in the Agricultural Hall at Milner Park, a permanent exhibition ground housing each year the Rand Easter Show and nowadays increasingly devoted at other seasons to 'vertical' exhibitions. The specialized exhibition is today becoming an increasingly popular way of introducing to the various trades and general public the highly diversified processes, manufactures and imports available in South Africa.

Concurrently with the exhibition there were five days of morning conferences addressed by experts on a variety of subjects of immediate interest to the building industry. This provided a forum for the exchange of the latest building ideas as well as architects, contractors, engineers and the like.

The hall was divided into stands showing the very wide range of building products now manufactured in South Africa and one end was devoted entirely to British products. There were no other national stands. Her Majesty's Government, through the Board of Trade joint venture scheme, contributed towards the cost of the stands and of the journey to the Republic of more than 30 representatives of the British building industry. The resultant display was an eye-catching exhibition of British products such as building fixings, mixing valves, electric tools, woodworking machines, bathroom fittings, partitioning, ceiling and tiling systems, ventilation units, builders' hoists – in fact, almost the lot.

Stands were attractively designed with the Union flag and 'Build British' motif as the main feature. An information stand was manned throughout the time of the show, Mr. Jack Coleman of BMEG, and Mr. Douglas Hogg of the Heating, Ventilation and Air-conditioning Association of Great Britain, who had come to the Republic especially for the show, were constantly available at this desk to deal with the numerous general inquiries from interested visitors.

Exhibitors generally were enthusiastic about the impact they made. Although it is too early fully to access the value of the exhibition in terms of hard cash – many were selling processes and ideas yet to be incorporated in new building projects – there can be no question of the success of this venture in terms of 'sucking and seeing', i.e. of learning a lot about the market. Some small indication of this is that four firms who started out without representatives in South Africa had all either concluded or were likely to conclude agreements with local firms for the marketing or, what is often preferable in South Africa, local manufacture of their products.

Total attendance was just under 17,000. An exceedingly high proportion of this consisted of representatives of the building industry or its potential customers and the British effort at the 1968 South African Building Exhibition can be regarded as a very decent step forward into an expanding market.

British successes at Leipzig

A £350,000 CONTRACT to supply textile machinery for East German factories was one of the orders for British exhibitors announced at the Leipzig Autumn Fair.

It was secured by R. S. Monk (Sutton-in-Ashfield) Ltd., part of the Stibbe-Monk group, selling through Dominions Export Ltd. of London. Mr. J. C. White, sales director, said that the contract was for the supply of the latest type of machines for fully-fashioned knitted outerwear to the organization VVB Trikotagen und Struempfe.

During the fair, Pilkington Brothers Ltd. announced that they were about to conclude negotiations with DIA Glas und Keramik, the East German import organization, for the sale of float glass and the manufacture of acrylics in East Germany.

Gold medals and diplomas were won by John Dewar & Sons Ltd. for White Label Scotch whisky and Besson & Co. Ltd. of Edgware for their B-flat trumpet from the international range.

More than 200,000 buyers and visitors had seen the exhibits of 6,500 exhibitors from 55 countries by the end of the fair, on September 8. Over 100 British firms showed their products.

A British publisher, Thames and Hudson, was also awarded a gold medal – first prize in a competition to find the world's finest book for 1968 – at the International Book Fair at Leipzig.

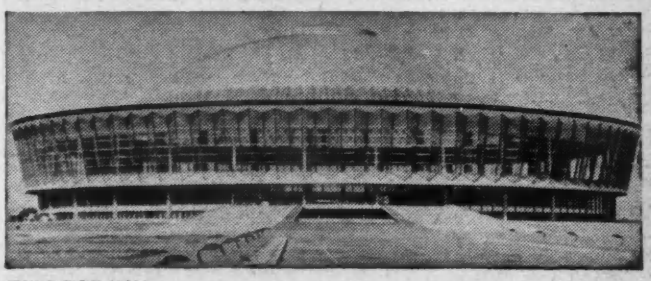
Eight hundred titles from 26 countries were entered for the competition, and adjudicators selected *Japan in Colours* by Roloff Bewy and Anthony Thwaite. In the panel's opinion this book showed the highest standard in typographical design.

More than 50 British publishers were represented at the International Book Fair, which ended on September 9.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 346 of August 2 issue.

BRITISH INDUSTRIAL EXHIBITION - Bucharest ROMANIA



EXHIBITION HALL

17th to 27th October

Exhibitors and visitors are cordially invited to take advantage of the special travel arrangements made by the Romanian National Tourist Office through their accredited agents during the period of the exhibition.

Full details of air travel from London, including extensions to other European cities, and surface arrangements will be sent on request together with all other relevant information.

For full details of inclusive travel arrangements write, phone or call:

ROMANIAN NATIONAL TOURIST OFFICE. Tel: 930 9812
98-99 Jermyn Street, London, S.W.1.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Qatar/Jordan transit agreement

A QATAR trade delegation visited Amman during April 1968 and concluded a transit agreement with Jordan, the main objectives of which are:

(1) Facilitating trade exchange between the two countries in accordance with this agreement.
(2) Organizing transit trade between the two countries.
(3) Giving for transportation operations the necessary facilities to satisfy the requirements of the mutual economic co-operation aimed at.

Any inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

Tunisia and Austria

THE TUNISIAN *Journal Officiel* of August 9-13, 1968, announced the renewal, for a further year from May 1, of the trade agreement of 1961 between Tunisia and Austria. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of October 20, 1967).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 458/9/61).

Tunisia and Denmark

THE TUNISIAN *Journal Officiel* of August 9-13, 1968, announced the renewal, for a further year from June 1, of the trade agreement of 1960 between Tunisia and Denmark. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of September 15, 1967).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61).

Tunisia and Ethiopia

THE TUNISIAN *Journal Officiel* of August 9-13, 1968, announced the renewal, for a further year from June 26, of the trade agreement of 1960 between Tunisia and Ethiopia. Goods to be exchanged under the agreement remain unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Rhodesia stock: reported issue

IT HAS BEEN REPORTED that on September 16 the illegal regime in Rhodesia floated two further loans.

HM Treasury point out that the illegal regime is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia and that any person who lends money or otherwise gives credit to the illegal regime does so at his own risk.

Permission is not given for United Kingdom residents to subscribe to such loans.

An order worth £375,000 has been signed by Howard Rotavator Co., a member of the Rotary Hoes Group, with Hokkai Jidosha Kogyo KK, the company's Japanese distributors. The picture shows (left to right) Mr. E. N. Griffith, chairman of Rotary Hoes Group; Mr. Takasusuki, president of Hokkai Jidosha Kogya KK, with two members of his company, and Mr. Peter Coleclough, deputy chairman of Rotary Hoes Group at the Howard Rotavator factory in West Horndon, Essex, following the signing of the contract.

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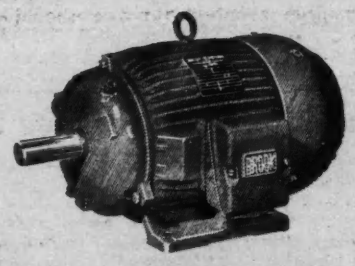

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.†**

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(182/68) Development of Tourist Centre and Hotels for Ministere du Tourisme. (Further Information.) E.S.B. 32787/68.*

(181/68) Dredger Suction Unit and Equipment for Port of Algiers Authority. October 30. E.S.B. 34713/68.

ARGENTINA

(180/68) Construction of Aqueduct for Obras Sanitarias de la Nacion. (Further Information.) Tender documents now available. E.S.B. 31855/68.*

Servicios Electricos del Gran Buenos Aires SA:

(181/68) Hydraulic Cable Compressors. October 8. E.S.B. 34638/68.*

(181/68) Overhead and Underground Line Equipment. October 8. E.S.B. 34639/68.*

AUSTRALIA

(183/68) Vibration, Actuation and Measuring System for Commonwealth Scientific and Industrial Research Organization. October 28. E.S.B. 35111/68.

(181/68) Electron Microscope for Department of Supply, Adelaide. October 15. E.S.B. 34577/68.*

(182/68) Copy Milling Machine for District Contract Board. October 2. E.S.B. 34728/68.

(183/68) Railmotor Units for Queensland Railways. October 22. E.S.B. 35143/68.

(181/68) Busbar Trunking for Southern Electricity Authority of Queensland. The closing date has been postponed to October 21. (Further Information.) E.S.B. 33197/68.*

BRAZIL

(181/68) Construction of Bridge for Ministry of Transport. October 24. E.S.B. 34294/68.*

BURMA

(182/68) Steel Hangar for Ministry of Defence. October 15. E.S.B. 34705/68.

People's Oil Industry:

(183/68) Cables. October 10. E.S.B. 34793/68.*

(183/68) Weighing Machine. October 14. E.S.B. 35101/68.*

(183/68) Testing and Measuring Instruments for Public Works Corporation. October 15. E.S.B. 35104/68.

Union of Burma Railway Board:

(178/68) Nuts; Pins. October 14. E.S.B. 33660/68.*

(182/68) Brass and Copper, Sheets, Bars, Pipes and Rods, etc. October 24. E.S.B. 33632/68.*

(181/68) Machine Shop Tools. October 21. E.S.B. 33633/68.*

(181/68) Steel. October 24. E.S.B. 33634/68.*

(182/68) Wire. October 24. E.S.B. 33635/68.*

CAMEROON, REPUBLIC OF

(181/68) Deforestation Works for Ministere du Plan et du Developpement. November 21. E.S.B. 34269/68.*

CEYLON

(181/68) Workshop Machinery and Equipment for Ceylon Ceramics Corporation. November 9. E.S.B. 25256/67.*

(182/68) Barges for Ceylon Mineral Sands Corporation. October 31. E.S.B. 34629/68.*

(180/68) Milling Cutters for Ceylon State Hardware Corporation. October 15. E.S.B. 34617/68.*

Ceylon Transport Board:

(180/68) Communications Equipment. November 6. E.S.B. 34605/68.*

(181/68) Aluminium Extrusions. October 9. E.S.B. 34637/68.*

Department of Health:

(182/68) X-ray Films and Development Equipment. October 8. E.S.B. 34630/68.*

(180/68) Drugs and Medicines. October 25. E.S.B. 34615/68.

(182/68) Socks and Stockings for Government Stores Department. The closing date has been postponed to October 15. Tender documents now available. E.S.B. 31939/68.*

(181/68) Frozen Stick Confection Machine for Milk Processing Factory. (Further Information.) Tender documents now available. E.S.B. 33218/68.*

(180/68) Pharmaceuticals for Ministry of Health. November 1. E.S.B. 34613/68.*

(181/68) Pumps; Water Meters Valves; Pipes; Tractors for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 32295/68.*

National Milk Board:

(181/68) Milk Processing Machinery. October 8. E.S.B. 34718/68.

(182/68) Bottling Plant. October 16. E.S.B. 34720/68.

(180/68) Workshop Machinery for National Salt Corporation. (Further Information.) Tender documents now available. E.S.B. 33674/68.*

State Engineering Corporation of Ceylon:

(179/68). Tools. November 30. E.S.B. 34272/68.*

(181/68) Contractors' Equipment. October 7. E.S.B. 34632/68.*

(181/68) Electrical Supplies. October 8. E.S.B. 34631/68.*

(182/68) Pneumatic Poker Vibrators. October 18. E.S.B. 34719/68.

(182/68) Winding Wire. October 10. E.S.B. 34721/68.

(182/68) Hand Tools. October 16. E.S.B. 34722/68.*

(182/68) Marine Diesel Engines for Tender Board. October 31. E.S.B. 34656/68.

(180/68) Water Supply Scheme for Water Supply Division, Drainage and Local Government Works. October 18. E.S.B. 34614/68.

COLOMBIA

(179/68) Transformers for Central Hidroelectrica de Caldas. (Further Information.) Tender documents now available. E.S.B. 33654/68.*

CONGO, DEMOCRATIC REPUBLIC OF

Ministry of Public Health:

(182/68) Pharmaceuticals. October 8. E.S.B. 34784/68.*

(182/68) Surgical Supplies. October 11. E.S.B. 34785/68.*

(182/68) Chemicals. October 15. E.S.B. 34786/68.*

(182/68) Pharmaceuticals. October 18. E.S.B. 34787/68.*

COSTA RICA

Departamento de Aprovisionamieto de la Caja Costarricense de Social:

(179/68) Pharmaceuticals; Adhesive Plaster. October 7. E.S.B. 33649/68.*

(179/68) Pharmaceuticals. October 17. E.S.B. 33650/68.*

FRANCE

(180/68) Office Supplies for Secretariat-General of the Council of Europe. November 1. E.S.B. 34300/68.*

GREECE

(182/68) Cables for Public Power Corporation. October 5. E.S.B. 34763/68.

HONG KONG

Government Stores Department:

(181/68) Milk Powder. October 4. E.S.B. 34733/68.*

(181/68) Domestic Electric Cookers. October 4. E.S.B. 34734/68.*

INDIA

(181/68) Steel Vessels and Steel Work for Bokaro Steel Ltd. October 18. E.S.B. 34716/68.

Damodar Valley Corporation:

(182/68) Strip Charts. October 8. E.S.B. 34726/68.

(182/68) Weighbridge. October 14. E.S.B. 34727/68.

Directorate General of Supplies and Disposals:

(179/68) Forges. (Further Information.) E.S.B. 33604/68.

(180/68) Electrostatic Precipitators. October 4. E.S.B. 34298/68.*

(181/68) Crash Fire Tenders. October 16. E.S.B. 34601/68.

(182/68) Boring Machines. October 17. E.S.B. 34706/68.*

(181/68) Slab Milling Cutters. October 16. E.S.B. 34707/68.*

(181/68) Slotting Machine. October 8. E.S.B. 34708/68.*

(182/68) Crawler Dozer for Hindustan Steel Ltd. October 15. E.S.B. 34715/68.

(180/68) Sand Pump Installation for Madras State Electricity Board. The closing date has been postponed to October 9. E.S.B. 30085/68.*

(181/68) Diamond Drill for Pyrites and Chemicals Development Company. October 7. E.S.B. 34717/68.

IRAN

(180/68) Wire for Iranian State Railways. October 19. E.S.B. 34602/68.*

IRAQ

(180/68) Valves for Central Foreign Purchasing Board. October 15. E.S.B. 34248/68.

Cotton Seeds Products:

(182/68) Oil Refining Plant. October 31. E.S.B. 35132/68.*

(183/68) Ruling Machine. October 31. E.S.B. 35133/68.

(183/68) Forklift Truck. October 15. E.S.B. 35134/68.

(180/68) Antibiotics for General Establishment for Drugs. October 10. E.S.B. 34246/68.

(179/68) Bolts, Nuts, Washers for Government Spinning and Weaving Administration. October 6. E.S.B. 34237/68.

(180/68) Steel Sheds for Iraqi Ports Administration. October 15. E.S.B. 34245/68.*

(180/68) Wire and Accessories for Ministry of Communications, Posts, Telegraphs and Telephones Administration. October 22. E.S.B. 34251/68.

(179/68) Paint for Ministry of Defence. (Further Information). Tender documents now available. E.S.B. 33556/68.*

Ministry of Health:

(180/68) Plastic Bottle. October 13. E.S.B. 34247/68.

(180/68) Drugs. October 13. E.S.B. 34250/68.

(180/68) Construction of Substation Extension for Ministry of Industry. October 20. E.S.B. 34230/68.

(179/68) Street Lighting Time Switches and Lighting Arresters for Ministry of Municipal and Rural Affairs. October 3. E.S.B. 34241/68.

(180/68) Brass Tubes for Ministry of Oil, Government Oil Refineries Administration. October 8. E.S.B. 34232/68.*

(179/68) Tallow for Ministry of Oil and Minerals. October 5. E.S.B. 34234/68.

IRISH REPUBLIC

Dublin Corporation:

(181/68) Construction of Roadworks Etc. October 2. E.S.B. 34675/68.

(181/68) Construction of Sewers and Ancillary Works October 2. E.S.B. 34675/68.

(180/68) Construction of Sewerage Works for Roscommon County Council. October 17. E.S.B. 34641/68.

ITALY

(182/68) Stationery for Headquarters, Allied Land Forces, Southern Europe. October 11. E.S.B. 34729/68.*

JORDAN

(182/68) Electrical Spare Parts and Motors for Jordan Cement Factories Company. October 5. E.S.B. 34761/68.*

KENYA

(178/68) Telex Exchanges, Telephone Exchanges for East African Posts and Telecommunication Corporation. (Further Information.) E.S.B. 33004/68 and 33005/68.

KUWAIT

(182/68) Transformers for Central Tenders Committee. November 5. E.S.B. 34756/68.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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LEBANON

(180/68) Construction of Radio-Telephone Links for L'Administration des Adjudications Publiques. The closing date has been postponed to September 27. E.S.B. 29445/68.*

(178/68) Telephone Cable and Equipment for Lebanese Telephone Administration. (Further Information.) Tender documents now available. E.S.B. 33869/68.*

MALAGASY REPUBLIC

(182/68) Roadworks for Direction Generale de l'Equipment de l'Aeronautique. October 10. E.S.B. 34737/68.

MALAWI

Government Central Tender Board:

(182/68) Borehole Materials and Equipment. October 11. E.S.B. 34711/68.*

(182/68) Sprayers. October 11. E.S.B. 34712/68.

MALTA

Treasury:

(178/68) Detergent. October 3. E.S.B. 33671/68.*

(180/68) Yoghurt Manufacturing Equipment. October 10. E.S.B. 34642/68.

(180/68) Milk Storage Tanks. October 10. E.S.B. 34215/68.*

(180/68) Crowd Control Barrier. October 10. E.S.B. 34643/68.*

(180/68) Shoes. October 10. E.S.B. 34644/68.*

(180/68) Bibtaps and Stopvalves. October 10. E.S.B. 34645/68.*

(180/68) Textiles. October 10. E.S.B. 34646/68.

(180/68) Telephone Cables. October 10. E.S.B. 34647/68.*

(180/68) Calico. October 10. E.S.B. 34648/68.*

(181/68) Vitamins. October 17. E.S.B. 34723/68.*

(182/68) Telephone Exchanges. October 17. E.S.B. 34725/68.*

MEXICO

(180/68) Structural Materials and Accessories for Federal Electricity Commission. October 4. E.S.B. 34282/68.*

(181/68) Telecommunication Equipment for Mexican Federal Electricity Commission. October 10. E.S.B. 34616/68.*

MOZAMBIQUE

Direccao dos Servicos dos Portos:

(179/68) Telephone Exchange Equipment. October 21. E.S.B. 34207/68.*

(179/68) Cable. October 21. E.S.B. 34208/68.*

(18?/68) Railway Wagons and Cars for Trans-Zambesia Railway Company. November 8. E.S.B. 34704/68.

NEW ZEALAND

(182/68) Dental Units for Department of Health. October 15. E.S.B. 34738/68.*

Dunedin City Corporation:

(179/68) Lighting Fittings. (Further Information.) Tender documents now available. E.S.B. 33858/68.*

(179/68) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 33867/68.*

(183/68) Switchgear. November 19. E.S.B. 34739/68.*

General Post Office:

(181/68) Condenser; Liquid Receiver. October 9. E.S.B. 34674/68.*

(181/68) Erasers. October 16. E.S.B. 34741/68.*

(182/68) Batteries for New Zealand Railways. October 9. E.S.B. 34742/68.*

NICARAGUA

(182/68) Electro-Mechanical Equipment for La Empresa Nacional de Luz y Fuerza. (Further Information.) The closing date is extended to November 18. E.S.B. 29170/68.*

NICOSIA

(183/68) Workshop Equipment for Ministry of Communications and Works. October 5. E.S.B. 34778/68.*

PAKISTAN

Director of Supply:

(179/68) Air-conditioning and Refrigerating Equipment. October 22. E.S.B. 34213/68.*

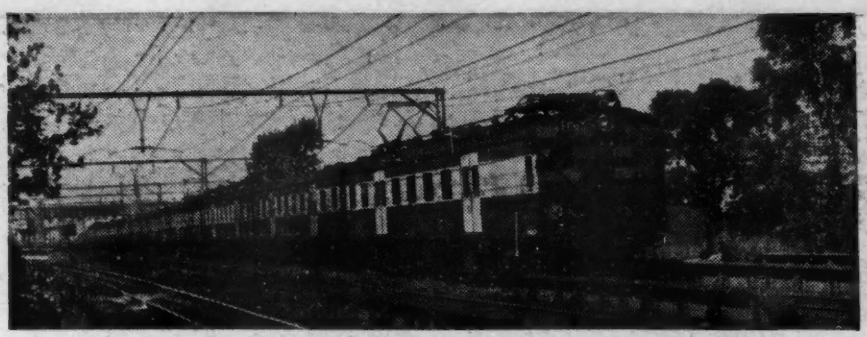
(179/68) Generators. October 23. E.S.B. 34214/68.*

(182/68) Tool Grinders. October 15. E.S.B. 33631/68.*

(181/68) Scientific Instruments for Government of East Pakistan. November 2. E.S.B. 34724/68.*

PERU

(179/68) Waterworks Equipment for Servicio Especial de Salud Publica. October 26. E.S.B. 34217/68.*



An 11-coach multiple-unit train on suburban service on South African Railways. Electrical equipment for a further 202 coaches of this type has been ordered jointly from AEI and English Electric on a contract worth approximately £1.8 million.

SAUDI ARABIA

(182/68) Cupboards for University of Riyadh. December 3. E.S.B. 34560/68.

SINGAPORE, REPUBLIC OF

Public Utilities Board:

(180/68) Switchgear. November 21. E.S.B. 34683/68, and 34684/68.

(180/68) Distribution Boards. November 21. E.S.B. 34685/68 and 34686/68.

(180/68) Switchgear. November 25. E.S.B. 34687/68 and 34688/68.

(181/68) Transformers. November 28. E.S.B. 34689/68.

(181/68) Transformers. November 28. E.S.B. 34690/68 and 34691/68.

(181/68) Transformers. December 2. E.S.B. 34692/68 and 34693/68.

(181/68) Switchgear. November 25. E.S.B. 34694/68.

SOUTH AFRICA

(181/68) Meters for State Tender Board. October 2. E.S.B. 34669/68.*

(181/68) Closed-Circuit Television Systems for Transvaal Provincial Tender Board. November 8. E.S.B. 34667/68.*

SUDAN

(180/68) Timber Poles for Department of Posts and Telegraphs. October 17. E.S.B. 33700/68.*

(180/68) Drilling, Tapping and Studding Machine for Sudan Railways. (Further Information.) Tender documents now available. E.S.B. 33510/68.*

SYRIAN ARAB REPUBLIC

(181/68) Road Improvement for Ministry of Communications. (Further Information.) Tender documents now available. E.S.B. 33299/68.*

(181/68) Construction of Chemical Plant for Ministry of Oil, Electricity and Industrial Projects. November 30. E.S.B. 34666/68.

TAIWAN

Central Trust of China:

(180/68) Sulfisoxazole. October 3. E.S.B. 34608/68.*

(180/68) Tarmastic and Thinner. October 3. Tender documents now available. E.S.B. 34609/68.

(180/68) Tyres. October 4. E.S.B. 34610/68.*

(180/68) Tape Recorder. October 3. E.S.B. 34284/68.*

(180/68) Thermal Testing Machines; Chromatograph. October 4. E.S.B. 34285/68.*

(180/68) Carbon Dioxide Recorder. October 4. E.S.B. 34286/68.*

(180/68) Tank Gauges. October 7. E.S.B. 34287/68.*

(180/68) Electroscopes. October 4. E.S.B. 34288/68.*

(180/68) Fault Locating Equipment. October 4. E.S.B. 34289/68.*

(180/68) Laboratory Appliances. October 3. E.S.B. 34291/68.*

(180/68) Temperature Indicator. October 7. E.S.B. 34292/68.*

(182/68) Pump. October 8. E.S.B. 34767/68.*

(182/68) Car Tuning Tester. October 8. E.S.B 34768/68*

(182/68) Salt Plant. October 31. E.S.B. 34769/68.*

(182/68) Jacks. October 7. E.S.B. 34772/68.*

(182/68) Centrifugal Pumps. October 8. E.S.B. 34774/68.*

TANZANIA

(179/68) Bitumen for Central Tender Board. October 3. E.S.B. 33695/68.

THAILAND

(179/68) Transformers for Metropolitan Electricity Authority. October 24. E.S.B. 34222/68.*

(179/68) Engine Parts for Provincial Electricity Authority. October 2. E.S.B. 34225/68.

(181/68) Contractors' Plant for Royal Irrigation Department. October 21. E.S.B. 34698/68.*

State Railways of Thailand:

(179/68) Car Batteries. October 9. E.S.B. 34268/68.

(181/68) Lightning Arrestors. October 2. E.S.B. 34277/68.

(181/68) Inverters. October 7. E.S.B. 34279/68.

TURKEY

(180/68) Lighting, Drainage and Warning Equipment; Cable, Ducts and Outlets for Cukurova Elektrik AS. (Pre-qualification Information.) November 11. E.S.B. 34612/68.

(180/68) Ropes for Deniz Kuvvetleri Komutanligi. October 15. E.S.B. 33696/68.*

Devlet su Isleri Genel Mudurlugu:

(179/68) Dilatometer and Pressiometers. October 14. E.S.B. 33697/68.*

(179/68) Plankton Equipment. October 16. E.S.B. 33698/68.*

(179/68) Echo Sounder. October 15. E.S.B. 33699/68.*

(180/68) Tubes for I.E.T.T. Genel Mudurlugu. October 14. E.S.B. 34611/68*

URUGUAY

State Oil and Alcohol Monopoly:

(179/68) Diethanolamine (Further Information.) Tender documents now available. E.S.B. 33807/68.*

(179/68) Vacuum Cleaner. (Further Information.) Tender documents now available. E.S.B. 33808/68.*

(179/68) Conveyor Belt. (Further Information.) Tender documents now available. E.S.B. 33809/68.*

(179/68) Fire Fighting Equipment. (Further Information.) Tender documents now available. E.S.B. 33810/68.*

(179/68) Rubber Inhibitor. (Further Information.) Tender documents now available. E.S.B. 33811/68.*

(179/68) Electrical Material. Tender documents now available. E.S.B. 33812/68.*

(181/68) Workshop Equipment. October 16. E.S.B. 34628/68.*

(181/68) Caustic Soda. October 17. E.S.B. 34633/68.*

(181/68) Grinding Mill. October 17. E.S.B. 36434/68.*

(181/68) Filling Station and Workshop Equipment. October 16. E.S.B. 34635/68.*

VENEZUELA

(180/68) Electrical and Mechanical Equipment for Instituto Nacional de Obras Santarias. (Further Information.) The closing date has been postponed to September 27. E.S.B. 30473/68.

VIETNAM

(183/68) Plastics and Paper Working Machinery for Industrial Development Centre. October 30. E.S.B. 34941/68.*

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(181/68) Contracts with Government Departments. C.R.E. 6908/2/G.

Australia
(180/68) Agency inquiry for musical instruments; radios; record players; sheet music; tape recorders. E.S.B. 34129/68.
(180/68) Agency inquiry for security and detection equipment. E.S.B. 33705/68.
(182/68) Agency inquiry for grooming equipment. E.S.B. 34825/68.
(183/68) Agency inquiry for industrial electrical equipment. E.S.B. 34575/68.
(180/68) Inquiry for curtain accessories; curtain making machinery; furnishing fabrics. E.S.B. 34302/68.
(182/68) Inquiry for electric motor manufacturing equipment. E.S.B. 34871/68.
(182/68) Inquiry for high tension electrical equipment. E.S.B. 21916/68.

Australia – Waiver of British Preference
(179/68) Inquiry for bevelling machine; grinding machine. E.S.B. A/61/68.
(179/68) Inquiry for breathing apparatus. E.S.B. A/64/68.
(179/68) Inquiry for cable; wave guides. E.S.B. M/58/68.
(179/68) Inquiry for contractors' equipment. E.S.B. A/62/68.
(179/68) Inquiry for electrical test bench. E.S.B. A/63/68.
(180/68) Inquiry for electrostatic photo-copy paper. E.S.B. B/2/68.
(181/68) Inquiry for diodes and transistors. E.S.B. S/65/68.
(181/68) Inquiry for gauge. E.S.B. S/62/68.
(181/68) Inquiry for plastic resin solution. E.S.B. S/66/68.
(181/68) Inquiry for power pack. E.S.B. M/60/68.
(181/68) Inquiry for ramp checker. E.S.B. S/63/68.
(181/68) Inquiry for telephone equipment. E.S.B. S/64/68.
(182/68) Inquiry for cine projector. E.S.B. A/65/68.
(182/68) Inquiry for labelling machine. E.S.B. S/67/68.

†For further details of the 'Export Service Bulletin' see page 789.

(182/67) Inquiry for speech training instruments. E.S.B. M/51/68.
(182/68) Inquiry for telephone exchange testing equipment. E.S.B. S/69/68.
(182/68) Inquiry for yarn. E.S.B. 3/68/68.

Austria
(180/68) Agency inquiry for crown wheels. E.S.B. 33739/68.
(181/68) Agency inquiry for PVC covered fabrics. PVC foils. E.S.B. 34346/68.
(179/68) Inquiry for tailoring equipment. E.S.B. 34347/68.

Bolivia
(179/68) Inquiry for refrigerator equipment; steel plates. E.S.B. 34309/68.

British Honduras
(179/68) Inquiry for foodstuffs. E.S.B. 34304/68.

Canada
(179/68) Agency inquiry for medical supplies; surgical equipment. E.S.B. 33978/68.
(180/68) Agency inquiry for antimony oxide; red lead; titanium oxide. E.S.B. 6344/68.
(181/68) Agency inquiry for cables; electrical conduits; incandescent and fluorescent lamps; wire and wiring devices. E.S.B. 34058/68.
(178/68) Inquiry for pallet trucks. E.S.B. 33935/68.
(180/68) Inquiry in respect of freight container handling equipment. E.S.B. 3678/68.
(182/68) Inquiry for banding machine. E.S.B. 34195/68.
(182/68) Inquiry for supermarket confectionery and food items. E.S.B. 34828/68.

Ceylon
(180/68) Agency inquiry for industrial weighing machines. E.S.B. 34350/68.
(180/68) Inquiry for steel plates, angles and flats. E.S.B. 34391/68.
(181/68) Inquiry for steel sheets. E.S.B. 27082/68.

Denmark
(180/68) Inquiry for furniture and woodworking materials. E.S.B. 34468/68.

Ethiopia
(182/68) Inquiry for hand tools; weight inspection equipment. E.S.B. 34168/68.

Finland
(178/68) Agency inquiry for sweets; woollen fabrics. E.S.B. 31772/68.
(179/68) Agency inquiry for butterfly valves. E.S.B. 34109/68.
(181/68) Inquiry for yarns. E.S.B. 23036/68.

France
(178/68) Agency inquiry for suitings. E.S.B. 34085/68.
(183/68) Agency inquiry for builders' ironmongery, joinery and supplies; built-in units. E.S.B. 21311/68.
(180/68) Inquiry for contractors' plants; port handling equipment; site accommodation. E.S.B. 34111/68.
(181/68) Import restrictions. C.R.E. 8193/G.

Germany, Federal Republic of
(180/68) Agency inquiry for biscuits and confectionery; foodstuffs; spirits. E.S.B. 33766/68.
(180/68) Agency inquiry for leather; sheep and lamb skins. E.S.B. 34106/68.
(181/68) Agency inquiry for asbestos fibre; chemical raw materials; plastic raw materials. E.S.B. 29954/68.
(181/68) Agency inquiry for leather; shoe materials. E.S.B. 34534/68.
(183/68) Agency inquiry for shoe leather. E.S.B. 34854/68.
(182/68) Agency inquiry for abrasive wheels; woodworking machines and tools. E.S.B. 34465/68.
(180/68) Inquiry for detergents; disinfectants; paints and varnishes. E.S.B. 32042/68.
(180/68) Inquiry for extruded thermoplastic components; steel sheet; washing machine components. E.S.B. 34489/68.
(180/68) Inquiry for knitting and sewing machines; yarn. E.S.B. 34505/68.
(180/68) Inquiry for plastics. E.S.B. 34562/68.
(180/68) Inquiry for wire. E.S.B. 34464/68.
(181/68) Inquiry for brass strips; bronze strips. E.S.B. 34572/68.
(182/68) Inquiry for paper bags. E.S.B. 33975/68.

Greece
(180/68) Agency inquiry for electrodes; fans; radio receivers; rectifiers; television sets; transformers. E.S.B. 34090/68.

Hong Kong
(180/68) Agency inquiry for cellulose acetate sheet. E.S.B. 34125/68.
(182/68) Agency inquiry for foodstuffs. E.S.B. 34857/68.
(182/68) Inquiry for fashion accessories; costume jewellery. E.S.B. 34410/68.
(182/68) Inquiry for vulcanized fibre board. E.S.B. 34862/68.
(182/68) Market report on engines, equipment and fittings for small craft. E.S.B. 32436/68.

Iraq
(182/68) Agency inquiry for agricultural machinery and implements. E.S.B. 34319/68.

Irish Republic
(180/68) Inquiry for bagging machines; carbon dioxide manufacturing equipment; conveyors; hydrators; silos. E.S.B. 34523/68.

Israel
(179/68) Inquiry for cutlery; glassware; hand sweepers; tableware. E.S.B. 33449/68.
(182/68) Inquiry for labels. E.S.B. 34587/68.

Italy
(179/68) Agency inquiry for clan tartans. E.S.B. 31005/68.
(179/68) Agency inquiry for curtain fabrics; furnishing fabrics; moquettes and carpets. E.S.B. 34153/68.
(180/68) Agency inquiry for deodorants; kitchen equipment; paper articles; sponges. E.S.B. 33324/68.
(183/68) Agency inquiry for agricultural machinery and implements. E.S.B. 34179/68.
(183/68) Agency inquiry for electronic components; magnets. E.S.B. 18406/68.
(182/68) Inquiry for chinaware; crockery; glassware; linen. E.S.B. 34597/68.
(181/68) Tenders for public works contracts. E.S.B. 1254/G.

Jamaica
(182/68) Agency inquiry for tiles. E.S.B. 34308/68.
(179/68) Inquiry for crochet hooks; sanitary belts. E.S.B. 34310/68.
(180/68) Inquiry for confectionery. E.S.B. 15240/67.

Japan
(179/68) Agency inquiry for shirtings. E.S.B. 34110/68.

Kenya
(180/68) Agency inquiry for hotel tableware and cutlery. E.S.B. 33078/68.

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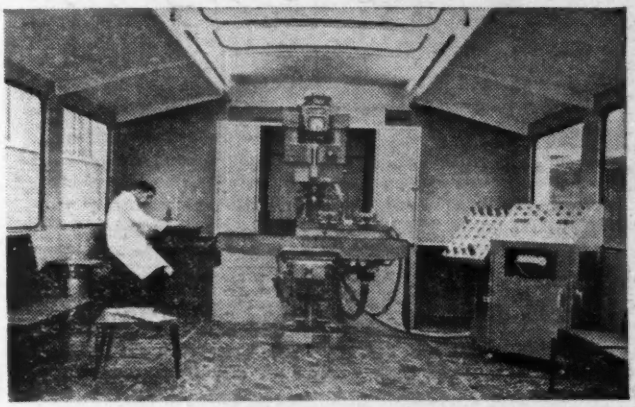


A new design of mobile demonstration vehicle is the latest selling aid of Moog Hydra-Point Ltd., Cheltenham, who build the hydra-point numerically controlled milling and drilling machine. The vehicle will be operating in the London area for ten days and thereafter goes to the University of Birmingham where it will be used for demonstration during a conference on machine tool design. Later it is planned to take the vehicle for an extended tour of Western Europe. The picture is an interior view showing the 3-axis N/C milling and drilling machine with control console, where tape can be punched while the first component is being produced.

Specially designed for the Libyan Customs Service, a total of eight patrol craft have been built, or are at present being built, by the Vosper Thornycroft Group, which is a subsidiary of the David Brown Corporation Ltd. Powered by three Rolls-Royce 8-cylinder V-form diesel engines, the boats have a maximum speed of 20 knots, and a cruising range of 1,800 nautical miles at 14 knots. The picture shows the Masurata, one of two craft which were named on August 30 by Colonel Mabruk Yunes, a senior officer of the Libyan Public Security Forces.

Libya
(179/68) Inquiry for glasses; tea and coffee sets; wrapping paper. E.S.B. 34393/68.

Malaysia
(182/68) Agency inquiry for handling equipment; hydraulic equipment; lift trucks. E.S.B. 34526/68.
(180/68) Inquiry for candlewick bedspreads; cotton muslin; fancy gift articles; shoe leather; men's suitings (Further Information.) E.S.B. 25345/68.

Malta
(179/68) Inquiry for bakery refrigeration equipment. E.S.B. 34114/68.

Netherlands
(179/68) Agency inquiry for laboratory equipment. E.S.B. 34080/68.
(179/68) Inquiry for machine tools. E.S.B. 34100/68.

New Zealand
(182/68) Agency inquiry for laboratory equipment; medicinal supplies; ophthalmic instruments and apparatus; optometric apparatus; scientific equipment; surgical instruments. E.S.B. 34181/68.
(182/68) Inquiry for atomizers. E.S.B. 34819/68.
(183/68) Inquiry for wool scour plant. E.S.B. 34937/68.

Norway
(181/68) Agency inquiry for fur and pile fabrics. E.S.B. 34450/68.
(183/68) Agency inquiry for canned foodstuffs; conserves; grocery items. E.S.B. 30537/68.

Poland
(183/68) Inquiry for metal drum producing plant. E.S.B. 34584/68.

Puerto Rico
(181/68) Agency inquiry for art supplies; chemicals; draughtsman's equipment; lenses; optical instruments; precision instruments. E.S.B. 28223/68.
(182/68) Inquiry for expanded metal making machinery. E.S.B. 34161/68.
(183/68) Market report on vehicles; vehicle spare parts, tyres and batteries. E.S.B. 32541/68.

Saudi Arabia
(182/68) Agency inquiry for water tanks. E.S.B. 32160/68.

South Africa
(179/68) Agency inquiry for chinaware; radio parts. E.S.B. 34050/68.
(180/68) Agency inquiry for centrifugal pumps. E.S.B. 34373/68.
(182/68) Agency inquiry for braid; ribbon; tape. E.S.B. 31668/68.
(180/68) Inquiry for hospital equipment. E.S.B. 16700/65.
(183/68) Inquiry for pouches filling machine. E.S.B. 34197/68.

Spain
(181/68) Agency inquiry for food packaging equipment; food processing equipment. E.S.B. 34169/68.
(182/68) Inquiry for dehydrating equipment; drying equipment. E.S.B. 34828/68.
(182/68) Inquiry for forage handling equipment. E.S.B. 34588/68.

Surinam
(179/68) Inquiry for air rifles. E.S.B. 34381/68.

Sweden
(178/68) Agency inquiry for men's hats. E.S.B. 34108/68.
(179/68) Agency inquiry for footwear. E.S.B. 19882/68.
(183/68) Agency inquiry for women's and children's clothing. E.S.B. 30710/68.

Switzerland
(178/68) Agency inquiry for aerosol paints; paint removers; spray guns. E.S.B. 34022/68.
(182/68) Agency inquiry for antiques; carpets and floor coverings; curtain and decorative materials. E.S.B. 33922/68.
(182/68) Agency inquiry for hand-sewing thread; piece-goods; waterproof sheeting. E.S.B. 33990/68.
(182/68) Agency inquiry for industrial leather gloves. E.S.B. 34810/68.
(182/68) Inquiry for watch-case making machines and tools. E.S.B. 28509/68.
(183/68) Inquiry for shoes. E.S.B. 34392/68.

Thailand
(179/68) Inquiry for sewage and drainage pumping station requirements. E.S.B. 33942/68.

Turkey
(180/68) Agency inquiry for fibre glass. E.S.B. 27829/68.
(179/68) Inquiry for animal feed mill. E.S.B. 33342/68.

United States of America
(180/68) Agency inquiry for cranes; concrete pumping equipment; hoists. E.S.B. 34126/68.
(183/68) Agency inquiry for jewellery; leather goods; scarves and accessories. E.S.B. 34107/68.
(179/68) Inquiry for dispenser pumps. E.S.B. 33901/68.
(179/68) Inquiry for printed circuit making machinery and materials. E.S.B. 34132/68.
(179/68) Inquiry for surgical instruments. E.S.B. 34349/68.
(180/68) Inquiry for knocked-down furniture. E.S.B. 2468/68.
(180/68) Manufacture under licence – lighting and transmission poles. E.S.B. 34127/68.
(182/68) Inquiry for electronic instruments. E.S.B. 31188/68
(183/68) Inquiry for chemicals; pesticides; pharmaceuticals. E.S.B. 34912/68.

United States of America/Japan
(183/68) Inquiry for brass ingots. E.S.B. 34908/68.

Uruguay
(180/68) Inquiry for electro-dialysis plant. E.S.B. 34399/68.

Yugoslavia
(180/68) Inquiry for internal transport equipment; metal working machinery; milling machines; silo; spray guns. E.S.B. 34193/68.
(183/68) Inquiry for furniture factory machinery. E.S.B. 34895/68.

Zambia
(182/68) Inquiry for visual and audio visual aids. E.S.B. 34590/68.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

EXPORT IMPORT
CLEANING WASTE LIMITED.
FALKLAND ROAD, HARRINGAY, LONDON, N.8.
FOR ALL GRADES OF CLEANING RAGS, COTTON WASTE ETC.,
TELEPHONE: 01-340 3411

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Trade (see page viii of September* 13 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757).

Prospects in South Africa

MR. DOUGLAS H. BAYLE, chairman of English and Overseas Investments Limited, arrives in Johannesburg on September 28. During his stay he will visit Robb Construction Equipment (Pty.) Ltd., an associate company. He will meet existing customers, and also investigate the prospects of manufacturing in South Africa the Metalair Bulkers and Mono-Rail on site automatic transport systems. Metalair Limited, Berks, is a group member of English and Overseas Investment Limited.

Sales tour of United States and Canada

MR. H. H. POTTER, export sales manager of Jaycee Furniture, Brighton, is making a 9,000-mile sales tour of the United States and Canada. In the course of just over three weeks he is calling on some 40 stores in 14 cities including Baltimore, Boston, Chicago, Detroit, Montreal, New York, Philadelphia, Pittsburg, Toronto and Washington.

Mr. Potter is the sixth Jaycee executive to visit the United States in the past two years. Demand for the firm's traditional style furniture has more than doubled over the last 12 months, with orders received totalling $95,000 f.o.b. Business with Canada has increased equally rapidly, bringing in orders to the value of a further $65,000 f.o.b. over the same period.

Mission to Moscow

SEVENTEEN members of the Leicester and County Chamber of Commerce have left for a sales tour of the USSR. Led by Mr. A. E. Simons, of Frisby Jarvis & Co. Ltd., the mission is comprised of hosiery and knitwear manufacturers, knitted fabrics, footwear manufacturers, shoe machinery manufacturers, woodworking machinery and textile machinery manufacturers.

British steel delegation to Latin America

FOR THE third year running, representatives of the British plant industry attended the International Conference of the Latin American Steel Institute, in Lima, Peru, from September 16-19. Led by Major-General P. H. de Havilland, director of the British Metal-working Plant Makers' Association, the 10 members of the mission presented a special showing of films depicting the latest developments in British plant manufacture.

45,000 miles sales tour

ON a new drive on the export market, two directors of A. F. Stoddard and Co. Ltd., Mr. L. F. Heathcock, sales director, and Mr. C. W. Dalrymple, marketing director, have recently returned from a 45,000 mile round trip to the United States, Canada, Australia, New Zealand and South Africa where they have been expanding existing markets, appointing agents and weighing up future potential to enlarge the company's export output of carpets. Mr. Dalrymple said: 'The most significant thing about the trip was that it proved the value of company principals making personal contact with retailers as a boost to agents' activities. This was especially true of Canada and the United States where even the smallest retailer in all consumer fields, has come to expect a visit from a company "vice president".' Another scheduled trip for Mr. Dalrymple is in October, when he visits Russia.

A study group of 40 *executives from the Japan Industrial Association of Gas and Kerosene Appliances met executives of Potterton International Limited at De La Rue House, London, recently during a tour of Europe's gas and oil industries. The picture shows Mr. K. Yamagisawa presenting a silk scarf to Mr. E. G. Brooks, deputy chairman, to mark the occasion of the visit.*

Caribbean market investigation

MR. A. A. BULLEN, assistant secretary of the Electric Light Fittings Association, will be undertaking during November and December an investigation into the market for British electric lighting fittings in Jamaica, Puerto Rico and Trinidad.

Swiss visit

FOLLOWING their visit to Sweden in August, Mrs. Eileen Harborne, chairman of Universal Exhibitions Ltd., the organizers of the International Hardware Trades Fair, and her husband, Mr. Peter Harborne, joint managing director, have recently visited Switzerland, one of a series of overseas visits, to stimulate the overseas buyers' attendance at the International Hardware Trades Fair, in Olympia, London, from January 27-31, 1969.

Visits result in orders

MATBRO (Sales) Limited have announced the appointment of Repuestos Viales of Argentina as their exclusive agent in that territory for the sales and service of loading shovels. This is a breakthrough into a generally American dominated earthmover market. Two Mastiff Major machines have already been delivered to customers in Argentina.

The firm also announce that ten loading shovels have been delivered from their Frome factory to their West German agents, B. Ruthemeyer of Soest, Westphalia. In addition, six further machines are being delivered in the next few weeks. This follows two visits to Germany by MATBRO sales and technical staff and a return visit to England by Mr. Ruthemeyer.

Eastern Europe appointment

MARK PETRE of Carreras Limited, has been appointed resident representative for Eastern Europe. His territory includes Poland, East Germany, Czechoslovakia, Hungary, Rumania, Bulgaria, Albania, Yugoslavia and the USSR.

In the 10 weeks since he became operational in those territories Mr. Petre has covered 11,000 miles by car; and as a result, two brands of the firm's cigarettes are available from East Germany to Mamaia, on the Black Sea coast of Rumania.

Mr. Petre, who speaks French, German and Italian, reports interest not only in cigarettes but in many other tobacco products. Soon he will be attending the International Trade Fairs at Zagreb, Yugoslavia, and Plovdiv, Bulgaria, where he will be exhibiting Carreras cigarettes in the British Pavilion.

Argentine contract

Four members of Powell Duffryn Technical Services, consulting engineers, have left for the Argentine to begin work on a five-year contract awarded to the company by Yacimientos Carboniferos Fiscales to provide technical advisory services for the modernization and extension of the Rio Turbio coal mine. They will be joined shortly by four more engineers from PDTS and a marine superintendent to form a team which will be led by Mr. R. Robarts-Arnold, one of the most experienced mining engineers in the company.

The consultancy contract involves planning the development of the underground workings for the production of coal, including such aspects as mechanization, ventilation, mine drainage and pumping. It also involves advice on all engineering services, both surface and underground, safety aspects, storekeeping and accounts and coal preparation. These services will involve the handling and transportation of coal by rail from Rio Turbio to the port at Rio Gallegos, where the coal will be transferred to stockpile and from there into ships.

The aim is to increase production, improve overall productivity and to deliver coal at a competitive price to Buenos Aires. Present output from the mine is about 450 000 tons a year saleable, and after about five years it is planned to produce 1,200,000 tons a year.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Grant's boost whisky exports

'Vigorous exporting and overseas promotional activities' by William Grant & Sons Ltd. are bringing good results for this Scotch whisky firm whose leading brands are Standfast Blended Scotch and Glenfiddich Straight Malt Scotch.

Overall exports for the year ended May 1968 were 18 per cent up on 1966-67, with Glenfiddich sales 57 per cent up, and results now available for the January-July period of 1968 indicate more records being achieved, with Glenfiddich going ahead to more than double the 1967 figures.

In the South American market Grant's sales are up overall by 29 per cent, with Argentina showing a 123 per cent increase and Brazil 66 per cent.

In Europe Grant's have made progress generally with the introduction of direct freight container deliveries to France and elsewhere. Notable increases have been notched up in sales to Sweden and Italy. In Sweden Grant's sales for the January-July 1968 period were up by 31 per cent.

Dock for Kuwait Airways

Kuwait Airways have followed their 'Hi-Way' Trident aircraft docking with another order for a complete Boeing 707-320C aircraft dock. This aluminium equipment will be supplied to Kuwait by Martin-Thomas Limited of Andover, Hampshire, during the latter part of 1968. The docking includes mobile units which provide full work coverage on fin and rudder, tailplane, wings, engines, nose, and side fuselage.

Telephone exchange for Katmandu

The Coventry-based Private Systems Division of GEC-AEI Telecommunications Ltd. has received an order from the Nepal Electric Corporation for a private automatic branch telephone exchange for its offices in Katmandu. With telephones and ancillary equipment, the exchange is worth about £1,500, and will provide 24 internal extensions and four lines to the public telephone network.

Excavator for Canadian paper mill

Latest overseas shipment of the NCK-Rapier 1405 excavator was two machines to a New Brunswick, Canada, paper mill. This means that export orders worth nearly £500,000 have been received or delivered this year for the NCK-Rapier 1405 – just one model in the firm's excavator range.

The 1405's for Canada will be used in the construction of the paper mill and later employed in the loading of logs into the pulping plant.

Modern telephone switchboards for three countries

Plessey Telecommunication Group is to supply some of the world's most modern cordless telephone switchboards to Africa, Australia and South America under contracts recently announced by the Subscribers' Apparatus Division at Beeston.

The contracts are worth a total of £385,000. Largest – worth £270,000 – is for more than 4,000 switchboards for the Australian Post Office. The contract follows an earlier supply by Plessey of 1,000 switchboards to Australia.

More than 700 switchboards are to be supplied to the East African Post & Telegraph department under a contract won by Plessey in the face of strong international competition. These switchboards will be used in Post & Telegraph departments in Kenya, Uganda and Tanzania.

Another Plessey success has resulted in orders worth £30,000 being received at Beeston from The Plessey Company's subsidiary in Brazil.

All the orders are for contemporary switchboards designed to blend with the latest office furniture. The switchboards range from desk units with two exchange lines and six extensions to floor pattern units with 10 exchange lines and 30 extensions.

Export deliveries from the United Kingdom to Europe are being speeded up, since the Muirhead and Co. Group, of Beckenham, Kent, installed a facsimile communication link between the head office of Gentransco Services, shipping and forwarding agents, in Stratford High Street and the London International Freight Terminal, a two-mile drive away. Over 400 consignments are delivered to Gentransco's depot at the terminal every day by lorries and container vehicles from various parts of Britain, for forwarding on train ferry services to 28 centres throughout Continental Europe. By transmitting facsimile copies of all delivery notes from the depot to the office, the Mufax system eliminates delays. Picture shows copies of delivery notes being removed from Mufax receiver in Gentransco's head office.

£40,000 order for Lisbon

British Insulated Callender's Cables Limited has received an order valued at some £40,000 from the Société Financière de Transports et d'Enterprises Industrielles (SOFINA), acting as agents for the Companhias Reunidas Gas e Electricidade (CRGE), Lisbon, for the supply and supervision of installation of 60kV oil filled cable and accessories in the area of the Portuguese capital.

This order, calling for 9,800 metres of 3 core 150 sq. mm. aluminium conductor corrugated seamless aluminium sheathed cable, is an extension of a previous £115,000 order for power cables of similar construction.

The cables will be manufactured by the Supertension Cables Division, Belvedere, Kent and the installation will be supervized by BIC Construction Co. Ltd., the electrical and civil engineering contractors and a member of the BICC Group.

Bumper machines sold to five countries

Redman Engineering Ltd., of Worcester, have fulfilled orders for bumper-forming machines for Germany, Italy and Russia. The company have also commissioned one machine in Poland and are installing two more at the Barcelona works of SEAT, Fiat's associate company in Spain.

Nylon yarn plant for Yugoslavia

A nylon yarn plant, designed and built by Vickers-Zimmer Ltd. of London, will soon be in operation in Prise, Yugoslavia, where every precaution has been taken to ensure the trueness of colours and hues of the finished product. Evidence of the care that has gone into the design of this £1,800,000 plant is the use of stainles steel tube supplied by TI Stainless Tubes Ltd. of Oldbury, Worcs., a TI company, in the conveyor systems feeding nylon chips to the filament forming machinery.

Flooring for Czechoslovakia

An order by 'Tuzex,' the Czech state-owned merchandising organization based in Prague, for Consort vinyl roll flooring marketed by Marley Flooring has been received by the Export Division of The Marley Tile Co. Ltd., at South Park, Sevenoaks. This second order has been placed with Marley as a direct result of a visit to Prague by Mr. Tony Brumfit, the Marley East European export sales manager, who was on his way home from a trade mission to Moscow organized by the British Plastics Federation.

Dump trucks

For use in tunnel construction on their Kafue Dam Contract in Zambia, Yugoslavian contractors Energoprojekt, of Belgrade, have placed a £340,000 order with Aveling-Barford Limited of Grantham for 16 SN 35-ton payload dump trucks and spare parts. The first eight machines have already been delivered to the site of the dam – four weeks after leaving the factory. The dump trucks are being fitted with exhaust scrubbers.

£1¼ million export orders for London fur fashions

The London Fur Fashion Export Group has in the last 18 months gained export orders totalling £1¼ million. The seven member companies say they have achieved this success with high-quality merchandise and fashionable design, backed by the Group's positive policy of developing sales in several overseas markets simultaneously.

In its short existence, the Group has carried out two selling missions to Sweden, Denmark and Switzerland, and another to Austria. It has appointed joint agents in all these countries, and also in the Federal Republic of Germany – where the Group regularly takes part in the International Fur Fair at Frankfurt – and in Finland. Following a display in New York last year, the United States has proved an increasingly fruitful market for the Group's furs.

The Group is making its first appearance in Finland this month (September 19-29) at the International Trade Fair, Helsinki, in the British Section organized by the London Chamber of Commerce with the Board of Trade. Stockholm will be seeing some of the latest fashions from the Group during the British Week (September 27- October 5), when the leading Nordiska Kompaniet (NK) department store is to stage a special display.

£5 million Thai contract

Against competition from Japan, the Federal Republic of Germany and France, John Thompson Limited, Wolverhampton, Staffs., the international group of power and process engineers, have won a £5 million contract to build four refuse disposal plants in Thailand. The company will build three plants for the capital, Bangkok, and one for the adjacent city of Thonburi. All four are designed to turn organic garbage into compost, whilst inorganic rejects are burnt in incinerators.

Mr. Christopher Thompson, managing director of the group, said 'We built a similar composting plant for Bangkok in 1960-1961. It is particularly satisfying, therefore, that Thailand has decided not only to re-order, but to re-order on this scale.'

Similar plants have been built by the firm in South Africa, Hong Kong, Indonesia, and Uruguay.

Computing system for USSR

The new Transdata 'computing bin system,' manufactured and marketed by Kent Instruments Limited Luton (George Kent Group), is being used in sophisticated central instrumentation schemes – the latest of which is a £100,000 order for a Russian iron-ore plant. The system is a low cost and fully modular range of electronic equipment providing computing and ancillary functions required in modern measurement and control systems for almost any industry.

£21,000 order from Qatar

South Wales Switchgear Ltd. has received a £21,000 repeat order from the Government of Qatar, for high-voltage ring main panels and transformer control panels. This follows a £30,000 order from the same source for medium-voltage and low-voltage switchgear placed with the company a year ago.

South Wales Switchgear Ltd. is a member of the Aberdare Holdings Group.

Firm's success in Holland

An adhesive manufactured by Associated Adhesives Ltd. has replaced nine locally-produced adhesives previously used by a Dutch food manufacturer for five different packaging applications. The adhesive, produced by the firm at Silvertown, London, is being used in the factories at Oss, Olst and Gieten of NV H. Hartog's Fabrieken, producers of Unox canned soups and meats and a wide range of smoked and cured meat products. Hartog's use the adhesive for manual case sealing for the Dutch home and export markets; case labelling; glass jar labelling; and can lap labelling by machine except where overall varnished labels are used. The product is also being used by manufacturers in France, Austria, Denmark, South Africa, the Philippines and other countries.

Seventh export order

Martin-Thomas Limited of Andover, Hampshire, has recently received an order from Transportes Aereos Portugueses in Lisbon for wing docking for their Boeing 707-320C aircraft. The dock is comprised of six separate mobile units which are linked together to give extensive work coverage on the leading and trailing edges and under main-plane areas of the aircraft.

This is the seventh export order received for major docking on Boeing 707 aircraft.

United Kingdom firm's licensing agreement

Dodwell Marketing Consultants, part of the Dodwell Marketing Group, were responsible for the investigation and market research leading to British Vita Company Ltd., negotiating a licensing agreement to manufacture British equipment for the Japanese motor industry. British Vita were introduced to two Japanese companies – Bridgestone Tyre Co. Ltd., and Inoue Rubber Co. Ltd. – who signed an agreement entitling them to manufacture the British firm's rubber seat suspension for car seats in Japan. The licensing period is to run for a minimum of ten years.

It is estimated that by 1970 25 to 30 per cent of all Japanese vehicles will be fitted with British Vita's 'Vitaphram' seating suspension. Since they introduced the rubber suspension system in 1960 British Vita now supply nearly all the requirements of the United Kingdom motor manufacturers, and the company anticipates that in 2 or 3 years they should achieve the same degree of penetration overseas.

Largest order yet

A £150,000 United States order has been won by Craven Bros. Crane Division Ltd., part of the Herbert Morris Group of Loughborough, for three overhead travelling cranes in the new Georgetown Steel Corporation Works, Georgetown, South Carolina. The firm gained the contract – their largest to date – against strong international competition, through their American distributors, Bell Equipment Corporation of New York.

A Bond 2-litre GT destined for the King of Nepal's Katmandu Palace is swung on board the 'Albia' at Liverpool. The car has red leather upholstery and is the only black painted 2-litre produced by Bond.

Indian orders for Darlington firm

Darlington & Simpson Rolling Mills Ltd. have obtained further orders from India for the supply of hot rolled special steel sections. These orders are worth £206,000 and are a continuance of the business the company has built up over the past five to six years. Orders worth £170,000 were received from the same sources earlier this year.

The sections will be rolled at and shipped from the Darlington Mills over the next three months.

£35,000 Canadian order

Newell Dunford Engineering Limited have received a £35,000 order from H. Bernard (Canada) Limited for an Intal installation in Toronto to remove oil and water from aluminium swarf. This brings the total number of Intal plants ordered for the United States and Canada to seven.

Firm's expansion in the United States

The first stage of a planned expansion programme in the United States has been announced by Smiths Industries Limited who already have facilities in New York and Annapolis, Maryland. A new plant is to be erected on an eight acre site adjacent to the St. Petersburg-Clearwater International Airport near Tampa in Florida. The Company has also taken an option on a further 8 acres of land. The overhaul of aircraft instruments, previously carried out in Toronto, Canada, will be undertaken on the new site and will offer a faster service to the 40 United States Airlines using Smiths aviation systems and equipment. The firm's sales in the United States have doubled in the last eighteen months.

Water projects for Saudi Arabia

The Resources Group of London have recently signed an agreement with the Saudi Minister of Agriculture and Water under which they will be responsible, as consultants, for the supervision of a number of existing water projects, for the checking and re-designing of other existing water projects, for the carrying out of studies, surveys, site investigations, and the preparation of designs for new water projects as specified by the Saudi Arabian Government.

Locos for India

Hudswell Clarke and Co. Ltd., of Leeds has received an order for the manufacture of two of the company's single-ended type 68 h.p. 3ft. 6in. gauge underground diesel locomotives for use in the West Bokaro Colliery, India.

Refrigeration equipment for Portugal

Believed to be the first of its kind in Portugal is a new turkey processing factory for which J. & E. Hall Limited of Dartford is providing the refrigeration equipment.

The factory, at Setubal, near Lisbon, is designed to process, make ready for the oven and quick freeze two hundred 'Melarte' 15½lb. average weight turkeys per day and provide low temperature storage for the birds before distribution.

Switches for United States

The Stow Electronics Group of Companies, Hastings, Sussex, have won an initial $15,000 order for their standard range of Stolec thumbwheel switches from the Febco Corporation of Los Angeles. Mr. G. H. Stow, managing director, said that in North America the company's sales had increased during the first quarter of this year by over 400 per cent, compared with 1967.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition

THE *Board of Trade Journal* dated August 2, 1968 (pages 350 and 351) contained details of a notice issued by the Commission of the European Communities defining its attitude towards trading and research agreements between enterprises as affected by the rules of competition in the Treaties of Rome (EEC) and Paris (ECSC).

The *Journal Officiel des Communautés Européennes* No. C84 dated August 28, 1968, contains a corrective to the text of this notice. The first line of the second paragraph of (5) (page 351) which deals with *'Agreements having as their sole object the setting up of working partnerships for the common execution of orders, where the participating enterprises do not compete with each other as regards the work to be done or where each of them by itself is unable to execute the orders,'* should be amended to read:

'But even in the case of *working partnerships* formed by enterprises which. . . .'

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
231/68	Fixing for each Member State the difference in the price of white sugar to be applied in calculating the levy and the refund for processed products based on fruit and vegetables	8d. (11d.)
239/68	Fixing the levies applicable to rice and brokens	8d. (11d.)
246/68	On measures to be applied in connection with differentiation between contracts for delivery of sugar-beet	8d. (11d.)
247/68	Altering the additional amount for ovo-albumin and lacto-albumin	8d. (11d.)
250/68	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
296/68	Fixing for each Member State the difference in the price of white sugar to be applied in calculating the levy and the refund for processed products based on fruit and vegetables	8d. (11d.)
302/68	Fixing the levies applicable to rice and brokens	9d. (1s. 0d.)
303/68	Fixing export refunds for rice and brokens	1s. 0d. (1s. 3d.)
320/68	Amplifying the Annex to Regulation No. 225/67/EEC on the methods for determining the world market price for oil seeds	8d. (11d.)
329/68	Fixing the levies applicable to rice and brokens	8d. (11d.)
330/68	Fixing export refunds for rice and brokens	10d. (1s. 1d.)
332/68	Establishing the List of Bodies issuing the Certificates referred to in Regulation (EEC) No. 331/68 of the Commission	8d. (11d.)

Tariffs in the European Economic Community

THE *Journal Officiel des Communautés Européennes* No. L221 dated September 7, 1968 contains the text of Decision 68/337/CEE which authorizes Belgium, Luxembourg and the Netherlands, to postpone until June 30, 1969, the raising of their national rates of duty to those of the Common Customs Tariff in respect of the following tariff headings.

Tariff No.	Products
24.02 A	Cigarettes.
B	Cigars and cigarillos.
C	Smoking tobacco.
D	Chewing tobacco and snuff.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of these Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL

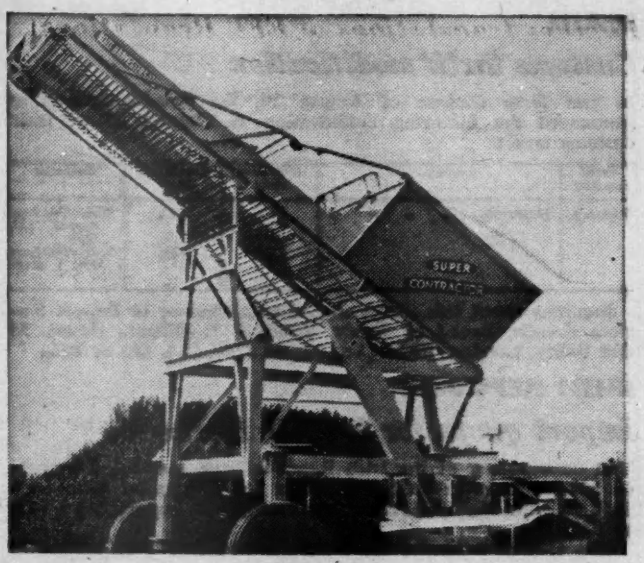
The *Journal Officiel* No. L222 dated September 10, 1968 contains a corrective to Regulation (CEE) No. 1056/68 which modified Regulation No. 1041/67/CEE setting up the methods of application for export refunds for products subject to a single price system. The products affected by these Regulations fall into the following sectors: oils and fats, cereals, compound animal feedstuffs, pigmeat, eggs, poultry meat, rice, sugar, milk and milk products, and beef and veal (see *Board of Trade Journal* dated August 9, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1354/68 relates to the sale, at a reduced price, of butter from public stocks to manufacturing industry (*Journal Officiel* No. L217, dated September 3, 1968).

Decision 68/334/CEE concerns tendering for the distribution of butter held in public stock by the German intervention organization (*Journal Officiel* No. L217 dated September 3, 1968).

Regulation (CEE) 1381/68 modifies Regulation (CEE) 1101/68 which relates to the procedure for intervention in the market



Root Harvesters Ltd. of Peterborough have produced eight Super Contractor sugar beet cleaner-loaders (pictured above) for Ets. Raffinerie Tirlemontoise SA of Belgium, the equivalent of the British Sugar Corporation.

for butter and milk cream during the 1968/1969 milk marketing year (*Journal Officiel* No. L220, dated September 6, 1968).

Regulation (CEE) 1387/68 concerns tendering for the sale of cheese held in public stock by the Dutch intervention organization (*Journal Officiel* No. L221 dated September 7, 1968).

Regulation (CEE) 1388/68 concerns tendering for the disposal of butter held in public stock by the Dutch intervention organization (*Journal Officiel* No. L221 dated September 7, 1968).

Regulation (CEE) 1389/68 modifies Regulation (CEE) 1098/68 which establishes the procedure for applying export refunds in the milk and milk products sector; Regulation (CEE) 1104/68 which fixes the compensatory amounts applicable to trade in certain milk products during the 1968/1969 marketing years and Regulation (CEE) 1105/68 which relates to the methods of granting aid for skimmed milk intended for use in animal feedstuffs (*Journal Officiel* No. L221 dated September 7, 1968).

Regulation (CEE) 339/68 authorizes Germany to sell at a reduced price, butter from public stock for use in the manufacture of concentrated butter (*Journal Officiel* No. L221 dated September 7, 1968).

Decision 68/340/CEE concerns the transitory measures in the milk and milk products sector in Belgium so far as levies on imports from third countries and purchases by the intervention organization are concerned (*Journal Officiel* No. L221 dated September 7, 1968).

Decision 68/341/CEE modifies Decision 68/340/CEE above (*Journal Officiel* No. L221 dated September 7, 1968).

Decision 68/342/CEE concerns tendering for the disposal of butter held in public stock by the French intervention organization (*Journal Officiel* No. L222 dated September 10, 1968).

CEREALS, RICE, COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) 1392/68 concerns certain temporary measures for the denaturation of soft wheat and rye for bread (*Journal Officiel* No. L221 dated September 7, 1968).

Regulation (CEE) 1397/68 modifies Regulation 474/67/CEE which concerns the predetermination of export refunds for rice and broken rice (*Journal Officiel* No. L222 dated September 10, 1967).

FRANCE

Exchange control regulations

THE *Board of Trade Journal* of June 14 (page 1788) announced new French regulations governing exchange control. Details of modifications were published in the *Board of Trade Journal* of July 5 (page 60) and July 19 (page 201).

The French *Journal Officiel* of September 5 announced the lifting of these exchange control measures, with effect from September 4.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

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EFTA declarations for goods not eligible for EFTA treatment

EXPORTERS are sometimes asked for documentary evidence that goods are of EFTA origin, although the goods will not benefit from EFTA tariff treatment. This situation usually arises when the customer intends to use the goods as materials in the manufacture of other goods, and he requires evidence to substantiate a claim that the finished goods which he makes meet one of the EFTA origin criteria. In these circumstances, it is preferable to use a declaration different from the normal EFTA declaration. A suitable form of wording is given below:

Having regard to the origin requirements set out in Article 4 and Annex B of the EFTA Convention, in so far as they apply, the undersigned declares that each of the articles on the attached invoice*/offer* ..... has been/will have been* produced as follows:

(a) it has/will have been wholly produced within the Area;

or

(b) it has/will have undergone in the Area a qualifying process set out under Brussels Nomenclature number.....in Schedule to Annex B;

or

(c) it has/will have undergone the following process in the Area .....

or

(d) the value of any materials imported from outside the Area or of undetermined origin which have/will have been used at any stage of the production of the article

will/does not exceed.....%of the.....(e.g. free at frontier or f.o.b.) price of the article;

or

will/does not exceed.....(state value)

The undersigned undertakes to make available to the appropriate authorities in any EFTA country evidence in support of this declaration.

Name and address of firm.....

.....

.....

Signature .....

Date .....

*The alternatives which do not apply must be deleted or omitted from the declaration.

If a normal EFTA declaration is used, the words 'Not issued for EFTA tariff treatment' should be written or typed in a prominent position on the declaration. Provided that the text is not unduly obscured, a position diagionally across the document would be suitable. The marking may be overlooked if it is unobtrusively placed and this can lead to difficulty in the importing country.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301 or 2302).

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SPAIN

Customs tariff modification

IN THE *State Gazette* of August 24, the Spanish authorities announced the following modification to Chapter 29 of their customs tariff:

Tariff heading	Description	Definitive duty	Transitory duty	Remarks
29.04 A 1	Methanol	27%	25%	With effect from August 27, 1968
		26%	22%	With effect from July 1, 1969

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

IRISH REPUBLIC

Import quota for leather footwear

THE GOVERNMENT of the Irish Republic have announced a quota of 138,750 pairs of leather footwear for the period October 1, 1968 to June 30, 1969, under the Control of Imports Acts 1934 to 1964.

The Quota Order for the three months July 1 to September 30, 1968 provided for imports of 41,250 pairs but import licences were allowed for an additional 5,000 pairs, making a total of 185,000 pairs for the year commencing July 1, 1968.

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 420 and 475).

ISRAEL

Tariff amendments

THE ISRAELI Official Gazette, *Kovetz Hatakanot*, No. 2266 of August 8, has reported a large number of amendments and additions to the Israeli Tariff. The items affected are as follows:

Item	Description
28.01	Halogens.
28.17	Potassium hydroxide.
28.33	Bromides.
28.40	Phosphates.
29.02	Halogenated derivatives of hydrocarbons.
38.19	Chemical products and preparations, n.e.s.
39.01	Condensation, polycondensation and polyaddition products.
39.02	Polymerization and copolymerization products.
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, etc.
Chapter 40	Rubber, synthetic rubber, factice and articles thereof.
59.03	Bonded fabrics and articles thereof.
Chapter 61	Articles of apparel and clothing accessories of textile fabric, other than knitted or crocheted goods.
Chapter 62	Other made-up textile articles.
Chapter 64	Footwear.
73.18	Tubes and pipes and blanks therefor, of iron or steel.
74.19	Other articles of copper.
76.03	Wrought plates, sheets and strip, of aluminium.
76.15	Aluminium articles of a kind commonly used for domestic purposes.
82.04	Hand tools, n.e.s.
82.05	Interchangeable tools for hand tools or machine tools.
84.16	Calendering and similar rolling machines and cylinders therefor.
84.17	Heating equipment.
84.20	Weighing machinery.
84.30	Food processing machinery, n.e.s.
84.40	Machinery for washing, cleaning, drying, etc., of textiles, etc.
84.42	Machinery for the leather industry.
84.45	Machine tools for working metal or metallic carbides.
84.46	Machine tools for working stone, ceramics, etc.
84.47	Machine tools for working wood, plastic, etc.
84.48	Accessories and parts for machines coming under items 84.45, 84.46 and 84.47.
84.54	Other office machines.
84.59	Machinery and mechanical appliances, n.e.s.
85.12	Electric heating apparatus and appliances.
85.19	Electrical apparatus for making and breaking electrical circuits, etc.
Chapter 90	Optical, photographic, precision, medical, etc., instruments and apparatus.
90.28	Electrical measuring, controlling, etc., instruments and apparatus.
98.11	Smoking requisites.

The following item has been added to the list of goods exempt from duty:

Item	Description
603	Special lenses or spectacles for the improvement of the sight of people whose angle of vision does not exceed 20°, or whose ability to see after wearing such lenses or spectacles is not over 6/36 snellen in the good eye.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LEBANON

Customs Tariff

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal tariff
31.02	Mineral or chemical fertilizers, nitrogenous:		
	11 a. Natural sodium nitrate . . . the duty not to be less than value	K.G.	5 piastres 30%
	21 b. Other. . . . . the duty not to be less than value	K.G.	5 piastres 30%
31.05	Other fertilizers; goods of the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kgms. . . . . the duty not to be less than value	K.G.	5 piastres 30%
69.10	00 Sanitary fittings (sinks, wash basins, bidets, water closet pans, urinals, baths and the like) the duty not to be less than value	K.N.	30 piastres 18%

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 420/475),

Fertilizers

A TRANSLATION OF Lebanese Law No. 6/68 of January 8 is now available to the Board of Trade. This regulates the trade in fertilizers, pharmaceutical products for agricultural use and fodder.

The most important provisions of the law (which came into force immediately it was published in the *Journal Officiel* of the Lebanon) are set out in the following paragraphs.

Authorization must be obtained first from the Lebanese Ministry of Agriculture before undertaking the production, manufacture, importation and distribution of fertilizers and pharmaceutical products for agricultural use and fodder.

Article 4 provides that the outside of any receptacle containing fertilizers, pharmaceutical products for agriculture or fodder must state the nature of the product in the receptacle and give its formula.

Under Article 5 committees of technical experts, appointed by the Council of Ministers and presided over by the Director-General of the Ministry of Agriculture, or officials delegated by him, are set up to implement the provisions of the decree. When products are submitted to the Ministry for authorization these committees will lay down conditions for their use and fix their selling price to farmers.

Provision is made for a fine of 1,000 Lebanese pounds, and up to three months' imprisonment, for any infringement of the new law, which is to be strictly implemented.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St. Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

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GHANA

Import licensing procedure for 1969

IN A NOTICE published in the *Board of Trade Journal* of September 13 (page 741) reference was made to the import licensing procedures for the calendar year 1969 in Ghana. Details of these requirements are as follows:

For the purpose of restricting imports three types of licence will operate:

(a) Open General Licence,
(b) Specific Licence, and
(c) Special Un-numbered Licence.

An Open General Licence permits an importer to order and bring into Ghana any goods covered by the particular Open General Licence from any country without further written authority from the Controller of Imports and Exports. However, for administrative purposes, and in view of the availability of Commodity Assistance Loans, the Ministry of Trade will issue Open General Licence Commitment Forms on application to cover the items on OGL 5, 6, 7, 8 and 9.

With effect from January 1, 1969 the following are the Open General Licences authorized:

Open General Licence No. 1. – This authorizes the importation of the following items:

(a) *bona fide* trade samples, provided that the quantities are not excessive in relation to the nature of the goods concerned;
(b) personal or household effects of crews or passengers arriving in Ghana;
(c) gifts addressed to individuals, provided that they are unsolicited gifts and not imported as a merchanise or for sale or that the weight or value does not exceed 22 lb. gross or NC72.00 respectively.

Open General Licence No. 2. – This authorizes the importation of the following:

(a) single copies of books, newspapers, magazines and periodicals;
(b) live animals for domestic pets and not for sale.

Open General Licence No. 3. – This authorizes the importation of headloads of foodstuffs from neighbouring African countries for personal use or for sale.

Open General Licence No. 4. – This authorizes the importation of the following:

(a) Fresh or frozen fish caught by Ghanaian-owned vessels, Customs Items 031-110 and 031-190,
(b) Cattle, sheep, goats and other livestock, Customs Item 001,
(c) Fish, salted, dried or smoked but not further prepared from neighbouring African countries.

Open General Licence No. 5. – This authorizes the importation of all medical and pharmaceutical products, Customs Item 541. Importers are, however, advised that before placing orders, they must obtain permits from the Pharmacy Board of the Ministry of Health, PO Box M44, Accra.

Open General Licence No. 6. – This authorizes the importation of the following items:

Customs item No.	Description of commodity
321	Coke and semi-coke of coal and their briquettes.
Groups 512, 513 and 514	All organic and inorganic chemicals.
531, 532	Synthetic organic dyestuffs, dyeing and tanning extracts and synthetic tanning materials.
533-100	Colouring materials, other than coaltar origin, n.e.s.
533-200	Printers' ink.
561	Fertilizers, manufactured.
571-120	Prepared explosives other than propellent powders.
571-210	Mining, blasting and safety fuses.
571-229	Detonating caps, igniters and detonators, n.e.s.
571-300	Pyrotechnical articles excluding fireworks.
599	Chemical materials and products.

Importers of item 571-120/210/229/300 are, however, advised that before placing orders they must obtain permits from the Chief Inspector of Mines Department, PO Box 254, Takoradi.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Open General Licence No. 7. – This authorizes the importation of the following:

Customs item No.	Description of commodity
629-400	Transmission belts and belting of rubber.
244	Cork for fishing.
655-621	Fishing netting of cordage, twine or rope.
633	Mineral manufactures, n.e.s.
671-200	Pig iron.
673	Iron and steel bars, rods, angles, shapes and sections (including sheet pilings).
678	Tubes, pipes and fittings of iron or steel.
685-210	Lead bars for fishing nets.
685-250	Lead sheet for fishing nets.
655-630	Other articles of cordage, twine or rope for fishing.
893-400	Plastic floats for fishing.
894-411	Fish hooks.
894-419	Other fishing and hunting equipment.
695	Tools for use in hand or in machine.

Open General Licence No. 8. – This authorizes the importation of the following:

711-590	Parts of internal combustion engines, including parts of diesel and semi-diese engines, excluding parts of aircraft engines.
711-540	Outboard motors.
712-100	Agricultural machinery and appliances for preparing and cultivating the soil.
714-920	Parts of office machinery, n.e.s. (714-100 to 714-919).
717-330	Parts of sewing machines (other than the metal block).
712	Spare parts for agricultural equipment.
715	Spare parts for metal working machinery.
717-110-200	Spare parts for textile and leather machinery.
718	Spare parts for machinery for special industries.
719-110/660 719-800-940 719-100-530 719-510-930	Spare parts for commodities falling under these Customs items.
719-940	Gasket sets; gaskets of metal and other materials, n.e.s.
719-160	Furnace burners, industrial and laboratory burners.
719-210/220	Pumps for liquids, gases, etc.
719-540	Parts and accessories of machine tools.
719-700	Ball, roller or needle-roller bearings.
719-990	Machinery parts, non-electrical, n.e.s.
722-190/200	Parts of electric apparatus and machinery of 722-110 to 722-160 and electrical apparatus for making or breaking or for protecting electrical circuits (switchgear, etc.).
724	Spare parts for telecommunication apparatus.
726	Electric apparatus for medical purposes and radiological apparatus.
729	Other electric machinery and apparatus.
731-700	Parts of railway rolling stock (except electric parts, internal combustion engines and parts thereof) not assignable to specific classes.
732-800	Spare parts for motor vehicles excluding chassis, cylinder blocks or engines, tyres and tubes.
732-920	Spare parts solely for use of mopeds, autocycles, scooters and motor cycles excluding frames.
733-120	Parts of vehicles of item 733-100 and 733-400.
861-990	Parts and accessories of items under 729-510, 729-590; 861-811; 861-819; 861-820; 861-960; 861-970.

Open General Licence No. 9. – This authorizes the importation of the following:

641/642	Paper and paperboard, articles made of paper pulp, of paper or of paperboard excluding items on the restricted list.
661-834	Asbestos or fibre cement pipes.
892-140	Text-books for primary, middle and secondary schools, training colleges and universities.

Importers are reminded that only registered importers, i.e. those who have been registered by the Ministry of Trade as such, are permitted to import in commercial quantities any of the items on Open General Licences.

Importers desiring to place orders for items on the Open General Licences No. 5-9 during 1969 should first submit to the Controller of Imports and Exports, Ministry of Trade, PO Box M.47, Accra, the appropriate applications not earlier than December 1, 1968. Applications received before this date will not be considered. In the case of importers of text-books (Open General Licence No. 9), applicants must attach to their applications the list of books as approved by the Ministry of Education.

Specific Licences

The importation of all items not permitted under the authority of the Open General Licences is subject to the issue of Specific Licences. These are issued by the Ministry of Trade on application from importers. They involve the transfer of funds through the Banks to pay for the goods so imported. Applications for specific licences covering imports in commercial quantities will be entertained only from importers who have been registered by the Ministry of Trade.

The following schedule shows the groups of items in respect of which applications for specific import licences may be submitted. All applications must be received (in duplicate) not later than September 30, 1968.

Group Customs item No.	Group description of commodity
(1) 011/013	Meat and meat preparations.
(2) 022	Milk and cream.
(3) 023, 024, 091, 099	Butter, cheese, margarine and yeast.
(4) 031/032	Fish and fish preparations (excluding fresh and frozen fish).
(5) 042	Rice.
(6) 043/048	Cereals and cereal preparations.
(7) 046	Flour.
(8) 055	Vegetables, roots, and tubers, preserved or prepared.
(9) 061	Sugar.
(10) 071/099	Coffee, chocolate, tea, spices, vinegar and substitutes.
(11) 099	Baby food.
(12) 112	Alcoholic beverages.
(13) 332	Petroleum products.
(14) 411/422	Fixed vegetable oils and fats.
(15) 533	Pigments, paints, varnishes and related materials.
(16) 551/553	Essential oils, perfumes and flavour materials.
(17) 554	Medicated soap, polishing and cleansing preparations.
(18) 571, 894-310/320	Arms and ammunition (shotguns, cartridges, percussion caps and gunpowder).
(19) 611, 612-900, 629, 657	Leather, leather and rubber manufactures, floor covering and tapestries.
(20) 629	Outer covers and inner tubes.
(21) 714, 892, 895	Office machines, printed matter and office and stationery supplies, n.e.s.
(22) 651	Textile yarn.
(23) 652/656	Textile fabrics, made-up articles and related products.
(24) 611	Lime, white cement and fabricated building materials, except glass and clay materials.
(25) 662	Clay construction materials and refractory construction materials.
(26) 674	Universals, plates and sheets.
(27) 679	Iron and steel castings and forgings, unworked n.e.s.
(28) 682-260	Tubes and pipe fittings of copper.
(29) 681/682	Non-ferrous metals.
(30) 693, 694, 698	Wire products, bolts and nuts and manufactures of metal, n.e.s.
(31) 696, 697	Cutlery, household equipment of base metal products.
(32) 711	Power generating (except electric) machinery.
(33) 712	Agricultural machinery and implements.
(34) 715, 717, 719	Machinery and appliances (other than electric).
(35) 722/725	Electric machinery, apparatus and appliances.
(36) 732	Passenger cars.
(37) 733	Bicycles and other cycles.
(38) 735	Fishing vessels.
(39) 812	Sanitary, plumbing, heating and lighting fixtures and fittings.
(40) 831	Travel goods, handbags and similar articles, except articles on the restricted list.
(41) 841	Clothing (except fur clothing articles on the restricted list).
(42) 861/862	Optical and photographic goods.
(43) 863	Cinematographic films developed (16 mm and over).
(44) 864	Watches and clocks.
(45) 891	Musical instruments, sound recorders and reproducers and parts and accessories therefor.
(46) 894	Perambulators, toys, games and sporting goods.
(47) 899	Manufactured articles, n.e.s.
(48) Various	Raw materials for industry.
(49) Various	Machinery for industry.

For the avoidance of doubt, these groupings do not cover items on the Restricted List. Accordingly, import licences which will be issued to cover the groups will not authorize the importation of any item on the Restricted List.

Special Un-numbered Licences

Special Un-numbered Licences are issued to cover the importation of goods (except those which are prohibited or restricted) for which payment has been made by the importer in the country of origin or consignment. In such cases, no transfer of foreign exchange is involved. Except in very special cases, the use of Special Un-numbered Licences for the importation of goods in commercial quantities or values is not permitted.

The notice specifies the form in which all applications for licences should be made.

Restricted Imports

Except under special circumstances no application will be entertained for licences for the importation of the following goods:

Customs item No.	Description of commodity
011-100	Meat of bovine animals, e.g. beef, veal, fresh, chilled or frozen.
011-400	Poultry, killed or dressed, including canned poultry.
012-110	Bacon.
012-120	Ham, fresh, frozen, not canned.
013-400	Sausage, fresh, frozen, not canned.
025-010	Eggs in shell.
031-110/190	Fish, fresh, chilled or frozen, not caught by Ghanaian-owned vessels.
048-450	Cakes.
048-490	Other bakery products.
051	Fruits, fresh, and nuts (not including oil nuts), fresh or dried.
052	Dried fruits, including artificially dehydrated.
053	Fruits, preserved and fruit preparations (except 053-310 tomato puree and paste, 053-500 juices unfermented).
054	Potatoes.
062-010	Sugar confectionery not containing cocoa.
072	Cocoa.

(Continued on next page)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, Ext. 2653/6) *and not to HMSO.*

GHANA, *continued*

Customs item No.	Description of commodity
099	Food preparations (except 099-060 natural yeasts and prepared baking powder; 099-070 vinegar and substitutes of vinegar except 099-099 baby foods).
111-000	Water (including spa water and aerated water), ice and snow; lemonade and flavoured water non-alcoholic.
112	Group alcoholic beverages.
122-200	Cigarettes.
292-700	Cut flowers and foliage.
332-120	Motor spirit (gasoline and other light oils for similar uses) including natural gasoline, n.e.s.).
332-210	Lamp oil (kerosene; illumination oil).
332-310	Gas oil.
332-320	Diesel oil.
341-110	Butane gas.
422-200	Palm oil.
422-300	Coconut (copra) oil.
553-200	Toothpaste.
553-300	Powder.
553-900	Incense on sticks.
554-110	Toilet and shaving soap.
554-130	Soap (common washing flake) powder and soft.
554-300	Floor and shoe polishes.
581-050	Polyester foam.
599-230	Mosquito coils.
629-980	Foam rubber.
629-010	Composition rubber sheet, rubber soles, rubber heels, rubber mats, rubber straps, and microporous sheet.
631-200	Plywood and veneered sheets and panels.
631-400	Artificial or reconstituted wood (improved wood and particle boards).
632-100	Boxes, canes, crates and parts thereof, of wood.
632-710	Picture and mirror frames of wood.
632-890	Other articles of wood.
642-110/990	Paper bags, cardboard boxes and other containers of paper or cardboard other than colour printed paper containers.
642-200	Envelopes, paper in boxes, packets, etc.
642-300	Exercise books.
642-931	Toilet papers.
652-653	Cotton fabrics, grey, unbleached.
656-911	Cotton towels.
664-030	She t (window) glass, plain unworked in rectangles (other than plate).
662-420	Roofing tiles, chimney pots and liners, etc.
665-111	Bottles for beer and soft drinks.
674-840	Galvanized iron corrugated sheets.
684-221	Aluminium sheets.
691-200	Window louvres (aluminium), assembled or unassembled.
694-110	Wire nails other than roofing nails, tacks (staples of iron and steel).
694-210/220	Copper, iron and steel screws for wooden products.
697-211	Domestic utensils (kitchenware) of iron and steel enamelled, excluding bath tubs, equipment and apparatus for use in hospitals.
697-219	Cast iron pots.
698-940	Domestic utensils of aluminium.
698-860	Name plates, sign plates, etc.
724-210	Transistor radios.
821	Group furniture.
831-010	Travel goods (travelling bags, dressing cases, suit cases, trunks, shopping bags, haversacks, packs and similar articles) of fibre, artificial leather and canvas.
841-011	Skirts and blouses.
841-013	Ready-made suits for men (jackets, trousers, and slacks).
841-101	Cotton shirts, not knitted nor crocheted.
841-102	Shirts of man-made fibre, not knitted nor crocheted.
841-103	Shirts, n.e.s., not knitted nor crocheted.
841-431	Singlets knot or made of knitted fabrics, sleeveless.
841-432	Cotton shirts of knitted or crocheted fabric.
841-433	Shirts of man-made fabrics, knitted or crocheted.
841-434	Other shirts of knitted or crocheted fabrics.
842	Articles of fur skins or artificial fur and articles thereof.
851	Group footwear.
891-222	Gramophone records.
893	Group articles of plastic materials, including polythene bags.
899-080	Wigs.
899-310	Candles.
899-321/322	Matches in boxes.
899-410	Sunshades and umbrellas.
899-420	Walking sticks, canes, etc.
899-540	Combs, made of plastic and wood.

Note:

(1) The symbol of C should read in this notice as *C* for Cedi.

(2) It should be noted that the following commodities, which have been included in the Open General Licences shown in this notice, are additional items under Open General Licence for 1969:

Customs item No.	Description of commodity
512, 513 and 514	All organic and inorganic chemicals.
599	Chemical materials and products.
629-400	Transmission belts and belting of rubber.
641/642	Paper and paperboards, articles made of paper pulp, of paper or of paperboard.
661-834	Asbestos or fibre cement pipe.
663	Mineral manufactures.
673	Iron and steel bars, rods, angles, shapes and sections (including sheet pilings).
678	Tubes, pipes and fittings of iron and steel.
695	Tools for use in hand or in machine.
726	Electrical apparatus for medical purposes and radiological apparatus.
729	Other electrical machinery and apparatus.
892-140	Text-books for primary, middle, and secondary schools, training colleges and universities.

Any inquiries relating to the full provisions of this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MOZAMBIQUE

Amendments to Consumption Tax

THE *Boletim Oficial de Mozambique* No. 16, dated April 22, 1968, published Legislative Decree No. 2806, which announces various amendments to the Consumption Tax chargeable on some imported goods. The revised list replaces those attached to Article 19 of Legislative Decree No. 2169 of December 13, 1961, and Article 1 of Legislative Decree No. 2505 of July 25, 1964. The new Decree increases the rate of tax on some goods and adds a number of new items. Details are as follows:

Tariff headings	Goods	Rate of tax
33.06.02	Perfumery, cosmetics and toilet preparations: n.s.m. *Note:* Exempt from tax: talcum powder, dentifrices and products for dental hygiene, shaving creams containing soap and shampoo.	60%
36.05.03	Pyrotechnic articles: fireworks, for entertainment purposes and as toys	30%
36.07.01	Lighter flints, whether or not in small rods or bars	30%
37.01.01 37.01.02	Plates, sensitized, unexposed, or any material *Note:* Exempt from tax: products for radiography (including dental radiography), photo-mechanical reproduction (photo-lithography, photogravure, collotype printing, photo-chromotype, etc.) and for special uses (micro-photography, astronomy, cosmic ray photography, aerial photography, etc.).	45%
37.02.01 37.02.02	Film in rolls, sensitized, unexposed, perforated or not *Note:* Exempt from tax: the products referred to in the fore-going entry and furthermore, sensitized film for cinemato-graph cameras, intended for the professional production of documentary and news films, when imported by organ-izations licensed to engage in that industry.	40%
39.07.04	Plastic 'glasses' for watches for personal use	30%
39.07.04	Bracelets of artificial plastic material	30%
40.14.01	Articles of unhardened vulcanized rubber; tobacco- pouches	30%
40.16.01	Articles of hardened rubber (ebonite and vulcanite): cigar and cigarette cases, match-holders, tobacco boxes and purses	30%
42.02.01	Cigar and cigarette cases, match-holders, tobacco boxes and purses	30%
42.02.03	Wallets; ladies' handbags, whether or not fitted with toilet articles	30%
44.27.02	Articles of wood for personal adornment	30%
68.10	Articles of plastering material: statues, statuettes, rosettes, columns, bowls, vases, and fancy goods	30%
69.13.01 69.13.02 69.13.03	Ceramic products: statuettes and other ornaments, and articles of personal adornment; articles of furniture	30%
70.13.02 70.13.03	Glassware of kind commonly used for indoor decoration, or for similar uses: vases, ornamental fruit bowls, statuettes, fancy articles (animals, fruits, etc.), table centres, aquaria, incense burners, etc.	30%
70.15.02	Glasses for watches for personal use	30%
70.19.02 70.19.03 70.19.04	Imitation pearls, imitation precious stones, loose or in the form of unspecified articles; glass beads, loose or in the form of unspecified articles; glass smallwares and the like, loose or in the form of unspecified articles; ornaments and other fancy articles of lampworked glass	30%
71.01	Pearls, unworked or worked, but not mounted set or strung (except temporarily strung for convenience of transport)	30%
71.02	Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except temporarily strung for convenience of transport)	30%
71.03	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except temporarily strung for convenience of transport)	30%
71.12.01 to 17.12.06	Articles of jewellery and parts thereof, of precious metal or rolled precious metal	30%
71.13.01 to 71.13.06	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, other than goods falling within Heading No. 71.12 *Note:* Exempt from tax: articles of chased silver and filigree.	30%
71.14.02 to 71.14.07	Other articles of precious metal or rolled precious metal	30%
71.15	Articles consisting of, or incorporating, pearls, precious or semi-precious stones (natural, synthetic or reconstructed)	30%
71.16.01 71.16.02 71.16.03	Imitation jewellery	30%
83.02.03	Key-rings (chatelaines')	30%
83.06.01 83.06.02	Statuettes and other ornaments of a kind used indoors, of base metal	30%
83.10.01 83.10.02	Beads and spangles, of base metal	30%
84.08.01	Motors for gramophones	30%
85.14.02	Loudspeakers (adapted for gramophones)	30%
90.07.01	Photographic cameras; photographic flashlight apparatus (weighing up to 20 kg. each) *Note:* including parts and accessories identifiable as being solely or principally for use with cameras.	30%
91.01.01 to 91.01.07	Watches for personal use	30%
91.07	Watch movements (including stop-watch movements), assembled	30%
91.09.01 to 91.09.09	Watch cases and parts of watch cases; including blanks thereof	30%
91.111	Other parts for watches for personal use	30%
92.11	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks, with or without sound-heads	30%
92.12.01 92.12.02 92.12.04	Gramophone records and other sounds or similar recordings; prepared record blanks, film for mechanical sound recording prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording	30%
92.13	Other parts and accessories of apparatus falling within Heading No. 92.11	30%
95.01.02	Articles of tortoiseshell	30%
95.02.02	Articles of mother of pearl	30%
95.03.02	Articles of ivory	30%

Tariff headings	Goods	Rate of tax
95.04.02	Articles of bone (excluding whalebone); small objects of personal adornment	30%
95.05.04	Articles of coral	30%
95.06.02	Articles of vegetable carving material: small objects of personal adornment and small ornamental articles for interior decoration, e.g., statuettes	30%
95.07.02	Articles of jet (and mineral substitutes for jet), amber, meerschaum, agglomerated amber and agglomerated meerschaum	30%
97.01	Wheeled toys designed to be ridden by children (for example, toy bicycles and tricycles and pedal motor cars); dolls prams and dolls' push chairs	30%
97.02	Dolls	30%
97.03.01 to 97.03.02	Other toys; working models of a kind used for recreational purposes	30%
97.04.03	Table tennis	30%
97.04.04	N.s.m. articles	30%
97.05.01 to 97.05.02	Carnival articles; entertainment articles for (example, conjuring tricks and novelty jokes); Christmas tree decorations and similar articles for Christmas festivities (for example, artificial Christmas trees, Christmas stockings, imitation yule logs, nativity scenes and figures therefor)	30%
98.01.01	Cuff-links, collar studs and shirt studs	30%
98.10.01 to 98.10.04	Lighters	30%
98.12.01	Dress combs, of artificial plastic material	30%

The new Decree also announces that the Consumption Tax of 10 per cent c.i.f. *ad valorem* on motor cycles (provided for under Article 4 of Legislative Decree No. 2169 referred to above, as amended by Legislative Decree No. 2669 of December 31, 1965) shall apply to motor cycles imported unassembled or incomplete and to accessories and parts therefor.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

ANGOLA AND MOZAMBIQUE

Amendment to Customs tariff: correction

THE *Board of Trade Journal* of August 23, 1968, published amendments to the rates of duty for certain items in the Customs tariff of Angola and Mozambique. The old rate of duty for Mozambique should have been shown as follows:

87.02.02	8 per cent
87.02.13	10 per cent
87.04.04	8 per cent

REPUBLIC OF TOGO

Tariff reductions

THE TOGOLESE *Journal Officiel* of July 16 announced modifications in the rates of the fiscal import duty on certain commodities as follows:

Tariff No.	Description	New rate of duty
Ex 22-09	Spirits, gin, schnaps and schiendam, liqueurs and other spirituous beverages	40,000 CFA francs per Hectolitre of pure alcohol
Ex 24-02	Smoking tobacco	400 CFA francs per Kilogramme net wt.
	Cigarettes	500 CFA francs per Kilogramme net wt.
Ex 33-06	Perfumery, cosmetics and toilet preparations	10%
Ex 40-11	Rubber tyres, including solid and cushion tyres	
Ex 55-09	Cotton fabrics, printed or the like (with designs obtained by painting, by applying textile flock and dust or otherwise):	
	'Wax prints' type	7%
	'Fancy' type and the like	10%
Ex 87-02	Motor vehicles for the transport of persons, including dual-purpose vehicles	
	Motor vehicles for the transport of goods or materials, other than lorries specially built for the transport of highly radio-active materials:	
	With spark-ignition or compression-ignition engines:	
	With a cylinder capacity of less than 3,000c.c.	10%
	With a cylinder capacity of 3,000c.c. or more	10%
	With other engines	10%
87-05	Bodies (including cabs) for the motor vehicles falling within headings 87-01/87-03 inclusive	10%
87-06	Parts and accessories of the motor vehicles falling within headings 87-01/87-03 inclusive	10%

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

RHODESIA

Decimal currency

THE BOARD OF TRADE published a short note in the *Board of Trade Journal* on July 14, 1967 about a decimal currency system to be introduced in Rhodesia at some future date. The salient paragraph is reproduced below:

> 'The decimal currency units shall be the Rhodesian dollar (abbreviated as $ or for international purposes as R$) and the Rhodesian cent (abbreviated as c) of which 100 shall be equal to the Rhodesian dollar. One pound in terms of the old currency system shall be equal to two Rhodesian dollars in terms of the new currency system. One shilling in terms of the old currency system shall be equal to 10 Rhodesian cents in terms of the new currency system. One penny in terms of the old currency system shall be equal to ten-twelfths of one Rhodesian cent in terms of the new currency system.'

Rhodesia Notice No. 593 published on July 26, 1968, now states that the following denominations of coins are to be issued from February 17, 1970:

(i) 25 cents
(ii) 20 cents
(iii) 10 cents
(iv) 5 cents
(v) 2½ cents
(vi) 1 cent
(vii) ½ cent

The weight, composition, shape, etc., of the above coins are not yet known.

MAURITIUS

Import control

THE BOARD OF TRADE has received a copy of Mauritius Government Notice No. 132 of 1968. The effect of this notice is to make it necessary for importers of the following goods to obtain an import licence to import them into Mauritius from, *inter alia*, the United Kingdom. The goods are:

Refined sugar
Honey
Concrete reinforcement round iron bars (including deformed bars), angles, shapes and sections
Shortenings and cooking fats
Steel wool.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

IMPORTANT NOTICE OF ALTERATION

Preferential invoices for goods shipped to AUSTRALIA & NEW ZEALAND.

Instructions having been received from the customs departments of both Australia and New Zealand, new revised certificates of origin have been prepared and are available as follows:—

NEW ZEALAND — Pref. Tariff — Our Form No. 1414 (Revised July, 1968)

AUSTRALIA — Pref. Tariff — Our Form No. 1228 (Revised August, 1968)

Both of these forms are now available from Stock from:

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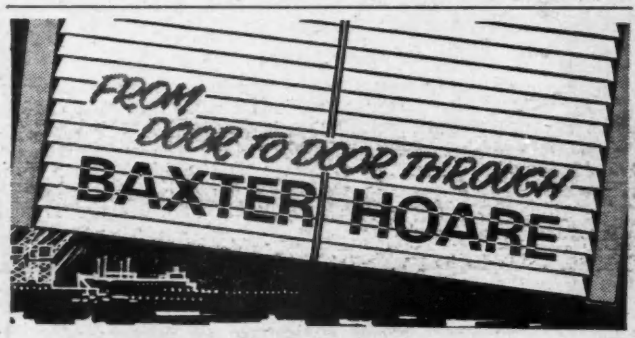

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Two Powell Duffryn Group companies have air-freighted from Rhoose Airport, Cardiff, a shipment of 5 tons of equipment manufactured at Cardiff by Powell Duffryn Engineering. An urgent export order for Buensod Dual Duct air-conditioning terminal units, from PD Engineering's distributors in Switzerland, Novelair of Zurich, necessitated air freighting of the equipment which is to be installed in a new laboratory building of Sandoz AG. The units were flown out by Invicta Airways of Manston, Kent, in a DC4 Skymaster.

Hillman Minx cars, in completely 'knocked-down form', being packed for shipment to Australia by Export Packing Service Ltd., of Banbury, Oxon. The shipment – 30 cars, worth together £25,000 – was packed into two containers. By using containers EPS has been able to reduce handling and materials costs and lessen the possibility of transit damage and pilferage on consignments to export markets.

AUSTRALIA

Tariff changes on packaging machinery, etc.

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on filling and closing machines.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468), as soon as these are received.

New Zealand-Australia Free Trade Agreement

Tariff and Development Board Notice No. 68

IN ACCORDANCE with the intention to take the necessary action, expressed in letters of August 31, 1965, exchanged between the Minister of Overseas Trade and the High Commissioner for Australia in New Zealand in association with the New Zealand-Australia Free Trade Agreement, the Minister has requested the Tariff and Development Board to consider and to report to him on any questions arising from the undertaking to eliminate the margins by which the rates of duty at present applicable to goods imported into New Zealand from Australia exceed those applicable to such goods when imported into New Zealand from any third country or territory other than the Cook Islands and Western Samoa or countries eligible for any concessional tariff treatment accorded to less developed countries.

Notice to this effect was given in the *New Zealand Gazette* on January 25, 1968, and in the *Board of Trade Journal* of February 9, 1968, page 454, by Tariff and Development Board Notice No. 61, wherein the Board listed the items to be considered initially and invited interested parties to make representations on any item or items affected.

The Board has received representations regarding a number of the items listed in Notice No. 61, and accordingly proposes to conduct public inquiries on the questions referred to it by the Minister in respect of the goods listed in Schedules A and B of this Notice.

In the course of such inquiries the Board will have regard to representations made about any of the existing rates of duty on the goods concerned and about import licensing as affecting such goods.

For the purpose of taking evidence on these matters the Board will hold public inquiries in the Board Room, 1st Floor, NZ Law Society Building, 26 Waring Taylor Street, Wellington, commencing at 10.30 a.m. on the dates shown in the following schedules.

Any person who intends to tender evidence should comply with the 'Notes for Guidance of Witnesses', which have been prepared by the Board. A copy of these Notes may be obtained from the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Twelve copies of typewritten statements of evidence to be tendered, compiled in accordance with these Notes, should be lodged with P. A. T. Abraham, Secretary, Tariff and Development Board, PO Box 5070, Wellington, not later than the dates shown in the Schedules. Each statement will need to be presented under oath at the Public Inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) of their intention.

Schedule A

Tariff item No.	Description	British Preferential	Present rates of duty: Australia	Most Favoured Nation	General
28.13.01	Carbon dioxide (per cwt). .	.93c	$1.40	..	$2.80

NOTE:
a) The Public Inquiry will be held on Tuesday, October 22, 1968.
b) Statements of Evidence are to be lodged with the above named not later than Tuesday, October 8, 1968.

Schedule B

Tariff item No.	Description	British Preferential	Present rates of duty: Australia	Most Favoured Nation	General
	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:				
	Cooking stoves, ranges and parts thereof, for burning:				
73.36.01	Gas fuel . . .	27½%	35%	..	60%
73.36.02	Liquid fuel . . .	27½% Can. 35%	35%	55%	60%
73.36.03	Solid fuel . . .	27½% Can. 35%	35%	55%	60%
	Other stoves, space heaters and parts thereof, for burning:				
73.36.04	Gas fuel . . .	27½%	35%	..	60%
73.36.05	Liquid fuel . . .	32½% Can. 40%	40%	55%	60%
73.36.06	Solid fuel . . .	32½% Can. 40%	40%	55%	60%
	Other kinds and parts thereof, for burning:				
73.36.07	Gas fuel . . .	27½%	35%	..	60%
73.36.09	Other fuel . . .	32½% Can. 40%	40%	55%	60%

(Continued on next page)

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NEW ZEALAND, *continued*

Tariff Item No.	Description	British Preferential	Present rates of duty: Australia	Most-Favoured Nation	General
	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper:				
74.17.01	For burning gas fuel	27½%	35%	..	60%
74.17.02	Parts thereof	27½%	35%	..	60%
74.17.03	For burning other fuel	32½% Can. 40%	40%	55%	60%
74.17.09	Parts thereof	32½% Can. 40%	40%	55%	60%
	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of aluminium:				
76.15.02	Gas cooking and heating apparatus and parts thereof	27½%	35%	..	60%
84.15.21	Refrigerators, domestic, electrical	32½% Can. 35%	35%	..	60%
	Parts:				
84.15.23	Cabinets	32½% Can. 35%	35%	..	60%
84.15.29	Other	32½% Can. 35%	35%	..	60%
	Other units:				
84.15.31	Having a heat removing capacity exceeding 6,000 B.t.u. per hour under normal working conditions	25% Can. 35%	35%	..	60%
84.15.39	Other kinds	25% Can. 35%	35%	..	60%
	Centrifuges: Other: Hydro extractors:				
84.18.21	Domestic	32½% Can. 35%	35%	..	60%
84.18.24	Other kinds	25% Can. 35%	35%	..	60%
	Dish washing machines:				
84.19.11	Domestic	32½% Can. 35%	35%	..	65%
84.19.12	Parts	32½% Can. 35%	35%	..	65%
84.19.13	Non-domestic	25% Can. 35%	35%	..	65%
84.19.14	Parts	25% Can. 35%	35%	..	65%
	Machinery for washing, cleaning drying, bleaching, dyeing, dressing, finishing or coating textile yarns, fabrics or made-up textile articles (including laundry and dry-cleaning machinery); etc.: Washing and laundry machines:				
84 40.11	Domestic washing machines	32½% Can. 35%	35%	..	60%
84.40.19	Parts	32½% Can. 35%	35%	..	60%
	Other: Other laundry machines:				
84.40.24	Domestic, electrical	32½% Can. 35%	35%	..	60%
	Drying machines:				
84.40.27	Domestic, electrical	32½% Can. 35%	35%	..	60%
	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus, etc.; electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon:				
85.12.01	Instantaneous or storage water heaters and immersion heaters	32½% Can. 40%	40%	..	60%
85.12.03	Space heating apparatus	32½% Can. 40%	40%	..	60%
85.12.05	Smoothing irons	32½% Can. 40%	40%	50%	60%
85.12.06	Stoves and ranges	27½% Can. 35%	35%	..	60%

NOTE:
(a) The Public Inquiry will be held on Monday, November 4, 1968.
(b) Statements of Evidence are to be lodged with the above named not later than Tuesday October 22, 1968.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

PERU

New tariff items

H.M. EMBASSY in Lima reports the publication on August 21 of Supreme Resolution No. 0907-68-HC/DH which creates three new tariff item numbers for the classification of imports of parts for the local assembly of cameras, copying machines and projectors.

The new item numbers, which are sub-divisions of existing tariff headings, together with the rates of duty are as follows:

Tariff item number	Classification	Specific duty	Ad valorem duty
90.07.3.02	Consignments to assembly industries authorized by the Government (according to the appropriate liberation list).	20 soles per legal kilo	40%
90.09.2.02	Consignments to assembly industries authorized by the Government (according to the appropriate liberation list).	10 soles per legal kilo	30%
90.10.2.02	Consignments to assembly industries authorized by the Government (according to the appropriate liberation list).	10 soles per legal kilo	30%

The new classification comes into operation 30 days after publication'

UNITED STATES

Marketing of imported goods

THE UNITED STATES Bureau of Customs has under consideration, an amendment to sections 11.8 and 11.10 of the customs regulations relating to the marking of country of origin.

The amendment will require that in any case in which the words 'United States' or 'American' or the leters 'USA' or any variation of such words or letters or the name of any place, country or locality other than that in which the article was manufactured or produced appear on an imported article in a manner which could be construed as indicating the place or origin of the article, the name of the country or origin preceded by 'made in', 'product of', or other words of similar import shall appear legibly, conspicuously and permanently in proximity to such words, letters or name. Articles such as souvenirs which bear the name of a location in the United States or articles on which words such as 'United States' or 'America' appear as part of a trade mark or trade name, will not be considered a violation of this ruling if they are legibly, conspicuously and permanently marked to indicate the name of the country of origin, preceded by 'made in', 'product of' or other similar words in some other conspicuous location.

In addition, the amendment provides than an exception from the country of marking will not apply to any article bearing an inscription which implies that the article was made or produced in a country other than the actual country of origin.

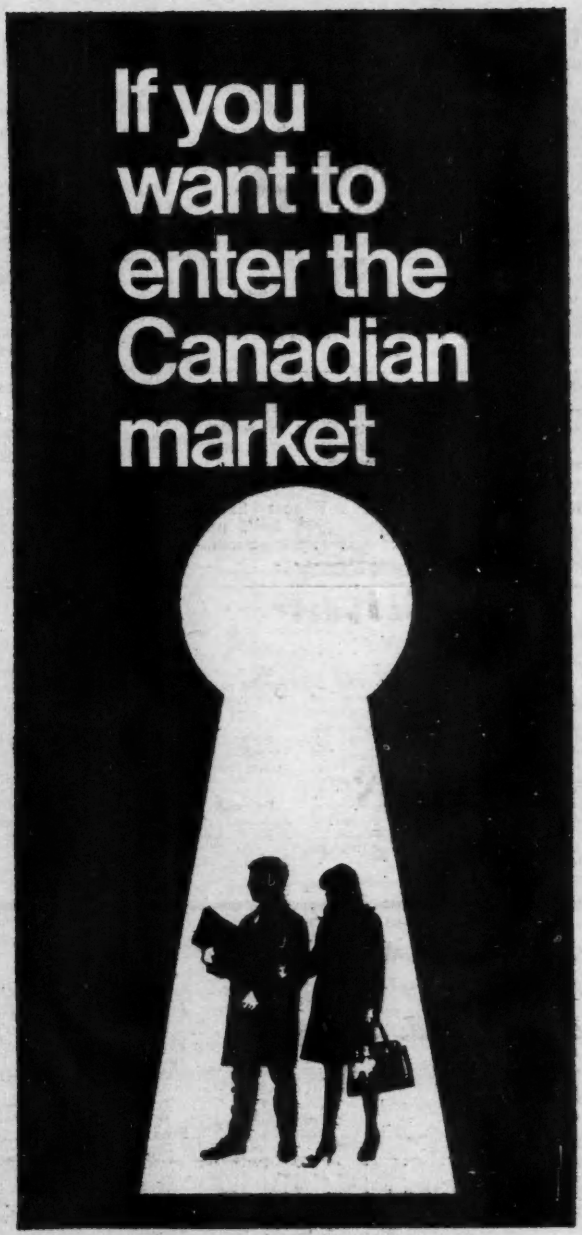
Consideration will be given to any comments submitted in writing on this proposed amendment to the Commissioner of Customs, Washington DC 20226, before September 30, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*



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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar. 1968
Bankruptcy orders (Q)	26 July 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	6 Sept. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	13 Sept. 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
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New companies registered:	
Gt. Britain (M)	23 Aug. 1968
N. Ireland (M)	30 Aug. 1968
Computers:	
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International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 June 1968
Production, exports and orders (M)	30 Aug. 1968
ECGD business (Q)	9 Aug. 1968
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Film rentals charged to exhibitors (A)	3 May 1968
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Trends in film-going (A)	9 Aug. 1968
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World trade and production (Q)	26 July 1968
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	30 Aug. 1968
Board of Trade regional organizations	13 Sept. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	13 Sept. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly index - Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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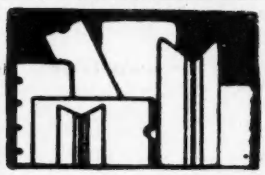

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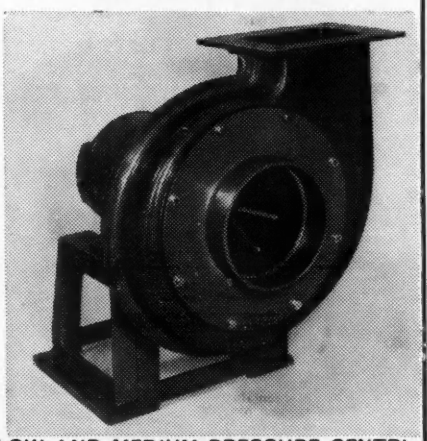

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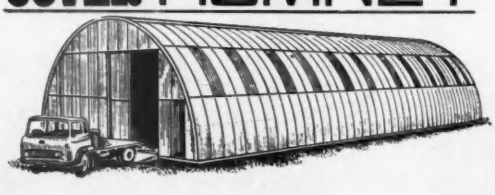

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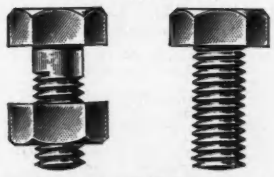

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